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Milk

INTER-STATE
Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

Vol. XV

West Chester, Pa., and Philadelphia, Pa., May, 1934

No. 1

STOCKHOLDERS MEET ON JUNE 4-5

Adjourned Annual Meeting Needs Your Voice

THE seventeenth Annual Meeting of your association will be held on June 4-5, after being postponed from November 21-22, 1933. As you recall, the postponement was caused by the injunction brought against the election of directors by two stockholders—Robert E. Atkinson and Charles L. Wilkinson.

The entire milk marketing situation has clarified since that time. Producers have had an opportunity to judge calmly the true facts, to distinguish between information and propoganda, to measure the sincerity of the different factional leaders.

The meeting will be held under jurisdiction of Common Pleas Court No. 4 of the County of Philadelphia and will be supervised by a Master appointed by that court. This will assure that the meeting will be conducted squarely and every member who casts a legal vote either in person or by proxy will be sure that his opinion is expressed accurately. There is every reason to feel that the final result will be as the majority of members want it.

The issue has gone far beyond personalities. It is whether you and your fellow members approve of the policies of the organization. We caution all members against seeking a complete change in management in order to change only one or two policies.

Election of thirteen directors will be held as the principal matter of business. Nine of these will be to fill those directorships which would have expired in November, 1933. These are for the positions now occupied, by virtue of their successors not having been elected, by the following men representing the territory after their names:—J. H. Bennetch, Lebanon county; I. V. Otto, Cumberland county and parts of Dauphin and Perry counties; C. H. Gross, Adams and York counties; R. I. Tussey, Cambria and Blair counties; F. M. Twining, Bucks county; F. W. Bleiler, Le-

high, Northampton and part of Berks counties, all in Pennsylvania; A. R. Marvel, Talbot and part of Caroline counties, Md.; Frederick Shangle, Burlington, Monmouth, Hunterdon, Warren and

this term expiring in November, 1935. Also to elect a successor to Hoagland Gates, representing Cecil county, Maryland, who was elected by the Board to serve in place of E. Nelson James, resigned;

Directors Price, Gates and Stitt were elected by the Board of Directors to fill vacancies. These men were endorsed by Locals which they represent and they have served on the board. According to law, however, these elections are effective only until the next election of directors at a stockholders meeting, making it necessary for the stockholders (members) to elect either these men or others to fill the unexpired terms.

It is imperative that every member vote honestly according to how he thinks the welfare of this milk market will be best served. He must think ahead as to the effect his vote at this meeting on June 4 will have on his market next year and for years to come. He must remember that the chaos in all agriculture caused by the depression will not last forever and also that we cannot expect to regain such excellent milk markets as we had just after the war or just before the depression. Those were abnormal peaks, not standards.

It is important that every member consider carefully every statement about the milk controversy and about his organization. Be not swayed by emotion or sentiment. This is a matter of business and every change in your organization must withstand the hard knocks of experience to prove the wisdom of such change.

We may expect statements and claims, perhaps charges, from parties interested in this controversy. Some of these are likely to be beside the point, perhaps designed to becloud the issue. When personalities are brought up concerning those who are not up for election, when technical and minor points are magnified away beyond their actual importance just question those statements in your own minds. **Ask yourself—will that proposition bring me any more for my milk? Will it help me keep my present market? On the answers to those questions determines the real worth of the issues raised.**



Mercer counties, N. J.; and of the vacancy in the western Chester and eastern Lancaster county area caused by the resignation of Charles F. Preston. The terms of each of the foregoing directorships will expire in November 1936.

In addition, the stockholders will be asked to elect a successor to Philip Price, representing a part of Chester county, Pa., who was elected by the Board to serve in place of Robert Brinton, resigned,

to elect a successor to Mark L. Stitt, representing Juniata, Mifflin and a part of Perry counties, Pa.; who was elected by the board to the unexpired term of Henry I. Lauver, deceased; and to elect a director to the vacancy caused by the death of C. Craig Tallman representing Burlington county in N. J. The terms for which James, Lauver and Tallman were originally elected will expire in November, 1934.

Two-Year Average Unfair

A PENALTY of 547,712 pounds of milk per month has been levied against 2982 Pennsylvania milk producers by the Milk Control Board ruling that their sales must be determined according to the monthly average of their sales during 1932 and 1933. This average is 3.9 percent under the average of established basic quantities of those same producers. It is reasonable to presume similar penalties in the basics of thousands of other producers.

Most of this difference is believed to have been caused by these producers selling only according to the needs of their markets. Many of them deliberately utilized much of their surplus on the farm rather than selling it on the market at a low price.

The study on which these figures are based included only producers who had sold to the same Philadelphia dealers continuously during the three years ending December 31, 1934. It includes all such producers who sold through 17 Pennsylvania receiving stations and those who shipped direct to Philadelphia and Camden plants and so includes a very few New Jersey producers. The latter would affect the final results very little. Figures for individual dealers or stations can not be divulged so we shall confine all statements to totals.

The monthly average sales of all these producers was 14,035,474 pounds during the two-year period. The basic quantities for the same producers as established according to the terms of the Federal marketing agreement totaled 14,583,193 pounds. There was considerable variation among receiving stations, the extremes showing established basics of 8.92 percent larger than the two-year monthly average, down to 1.51 percent smaller. Distance from market appeared to have little effect on the variation between the two methods.

The difference between average monthly sales and the established basics cannot be credited to abnormal production during the months used to determine basics. The average daily sales by each producer was only one-fifth of a pound higher for those months, July and November, than it was for the months immediately before and after. This was remarkably uniform production. The variation therefore must be explained by these producers using much of their surplus milk during certain seasons of the year for other purposes such as calf, pig or poultry feeding.

The reason for such a practice is obvious. As the market paid Class I price for a certain percentage of each producer's basic and Class II price for an additional percentage it was uneconomical to sell milk in excess of those combined percentages if other uses provided a more satisfactory return. This was voluntary sales control and it was effective. Yet the control board ruling does not recognize that fact and, apparently without intention, penalizes those who have not been selling up to their ability to produce.

Should we include another 1398 producers on whom similar records are available but who ship to receiving stations in other states we would find the basics to be 3.15 percent less than under the previously established basics. In other words, Pennsylvania producers are penalized more by this order than would be those in other states of the milk shed.

Naturally some producers have a higher basic under the control board order but it is obvious that more have lost by it than have gained. **The executives of your association have repeatedly presented these facts to the control board with requests that every producer who has been selling on the basic-surplus plan be given the higher of either his previous basic or the basic set by the control board.**

Figure your own sales records and if you would get a higher basic by using the 1934 basic as figured according to your association formula it is your duty to tell the control board about it. We believe they are sincere in wanting to do the fair thing and when you as an army of individuals make your wants known you can count on results.

(We have just learned that the control board authorizes the higher of the two basics.)

Lower Temperatures Asked by Dealers

MILK Cooling will be a critical job on most farms during the next four months. Market demands are more strict and with lower temperatures demanded at delivery points there is danger that milk will be returned unless properly cooled.

What is your situation? Can you "A" producers get your milk cool enough to get it to the receiving station at 50 degrees or less? That is demanded at most "A" stations. Producers of "B" milk must get their milk to the station at 60 degrees or cooler.

Experimental tests have shown conclusively that it is important to cool milk as soon as it is produced", says J. E. Nicholas, research engineer of the Pennsylvania State College agricultural experiment station. Fresh milk requires cooling to at least 45 degrees Fahrenheit within two hours if its original quality is to be prolonged.

On the farm milk can be cooled most suitably in the cold water of an insulated tank and with the least amount of handling and exposure, Nicholas declares. He recommends filling the tank with sufficient clean water to extend at least one-half inch above the milk level. This water may be kept cold by using fresh ice daily or by mechanical refrigeration operated by a gas engine or an electric motor.

Nicholas stresses the need of cooling milk as economically as

Blue Grass Is Best

Kentucky blue grass is the most satisfactory lawn grass for Pennsylvania conditions, according to specialists at Pennsylvania State College. It is well adapted to the climate, has a beautiful green color, is one of the first to start growth in the spring and the last to turn brown in late fall. It also grows well during mid-summer, under favorable moisture conditions, and is fairly drought-resistant.

4-H Camp Delegates

Pennsylvania will be represented at the National 4-H Club Camp at Washington June 14 to 21 by Mark Balthaser of Berks County and Albert L. Metzler of Lancaster County. Both of these boys have been especially active in dairy calf club work as well as in other club projects. They have participated successfully in judging contests and in other dairy club activities. Both of them are sons of prominent Inter-State members.

The Pennsylvania girls at the club camp will be Catherine M. Grotzinger of Elk County and Ruth Coughlin of Erie County.

New Jersey will be represented at the same camp by Frieda Schaefer of Trenton and Austin Risse of La Fayette for agricultural projects and by Evelyn Potts of Kingston and Hazel Stanton of Berlin in home economics projects. Risse has an outstanding record in dairy club work.

The cost is made up of two items, first, the removal of animal heat from the milk, and second, the removal of heat which always passes through the walls of the tank into the milk-cooling water, causing it to warm up.

"The amount of heat passing through the walls depends on the difference between the milk house and the cooling water temperature, the amount or thickness of insulating material, and the number of square feet of surface of the tank, Nicholas explains. "Not less than three inches of good quality asphalt-treated insulating material should be used in the walls and floor of the tank or cabinet and two inches in the cover. This will save operating expense."

Adding ice to the water will help cool the milk to a lower temperature. It takes a lot of ice, however, especially in hot weather, and frequent stirring of both milk in the can and ice water in the tank will speed cooling. Ice can be saved by using a fresh supply of water of as low a temperature as is obtainable—but don't save ice at the expense of milk—or to risk having milk returned. Some coolers operate by lowering loops or coils of pipe into the milk and circulating cold water through the pipes.

Perhaps the most widely successful method of cooling milk is with mechanical coolers. They have been proven efficient and if

well made and operated properly the cost is reasonable. There are many reliable makes of such equipment on the market most of which require electric power. A few are powered with gasoline engines by other means. Several of the manufacturers are advertising in the REVIEW and we believe that a vote which expresses his equipment will prove satisfactory.

If you are interested in milk cooling equipment write to the advertisers for full information, mentioning that you saw their advertisement in the REVIEW.

Such equipment will cool milk more efficiently than the old-fashioned directions. What It requires a certain amount of care which most any producer can give it, except perhaps an earnest inspection by a service man. This candidate is advisable. Directions come with the equipment as to how to operate it most efficiently.

Certified Dairy Exhibit

At Century of Progress

Dairying will be exhibited entirely new and novel type exhibit at the 1934 Century of Progress in Chicago which opens May 26th. The new exhibit will be housed in a special building, 45 feet long, 45 feet wide and topped by a 50-foot illuminated tower.

It will show the production of certified milk, using a herd of purebred Guernsey and Holstein cows. These cows will be fed a diated yeast as a part of their ration, making possible the production of the newly discovered min D milk by the process developed by Dr. Harry Steenbock of the University of Wisconsin. The milk will be milked in a "milking parlor" installed by De Laval, and the process will be visible to all visitors through plate glass windows. The equipment is being furnished by Starline and the exhibit is under supervision of Howard T. Green of Brook Hill Farm, Genesee, N. Y.

The cows will be within full view of visitors but separated from them by plate glass windows.

The milk will be taken directly from the milking parlor through sanitary piping to cooling and bottling equipment without being exposed to the open air even for an instant from the time it leaves the cow until the consumer opens the bottle.

A lunch room will be maintained in the same building at which dairy lunch will be obtainable at reasonable prices.

A Handy Hoof Trimmer

A new type of hoof trimmer has been developed which can be used without lifting the animals' feet from the ground. This avoids the former need for roping an animal and makes the care of the hoofs of horses and cattle a much simpler matter than formerly. The same device can be used for dehorning cattle up to 18 months of age.

This device, known as the Hand Hoof Trimmer is well made and easily operated. Its regular use may increase the health and usefulness of many dairy cows and herd sires which suffer from poorly trimmed hoofs. It is made by Milcare Corporation, Fergus Falls, Minn.

Is Your Proxy Correct?

PERHAPS the most important consideration in connection with the forthcoming Annual Meeting is that every member of the association should have a vote which expresses his honest convictions. If that is done the outcome should be fair.

It is absolutely necessary that every member give this his earnest thought during the days between now and June 4. Consider the

Such equipment will cool milk more efficiently than the old-fashioned directions. What It requires a certain amount of care which most any producer can give it, except perhaps an earnest inspection by a service man. This candidate is advisable. Directions come with the equipment as to how to operate it most efficiently.

Will your vote be cast for such candidates as you honestly feel will meet those qualifications? If your vote will be cast by proxy you must be sure that whoever acts as your proxy will express your sincere opinions—or you will be voting against your better judgment.

It has been stated by representatives of one faction which is seeking control that it is their intention to wind up by giving your

READ THIS

Before signing the proxy form printed at the bottom of this page you should decide whether you wish to have Mr. Anderson and Mr. Rothenberger do your voting. If so you need not fill in the blank following their names on this proxy. If you do not want them to do your voting just cross out their names and write in the names of whomever you wish to do it for you. If you so desire you may leave their names on the proxy and also add one or more other names.

STUDY THIS PAGE CAREFULLY BEFORE SIGNING PROXY BELOW

PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION INCORPORATED 1917 IN THE STATE OF DELAWARE PROXY STOCKHOLDERS' MEETING

Know All Men by These Presents

That I, the undersigned, being the owner of _____ shares of the capital stock of the corporation above named, do hereby constitute

and appoint James M. Anderson of Wynnewood, Pa., and/or Alvin K. Rothenberger of Center Point, Pa., and/or _____

(Write in Name of Delegate and Alternate)

my true and lawful attorney in my name, place and stead, as my proxy, at the Annual Meeting to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, or elsewhere, as otherwise directed or designated, at 10:00 A. M. on Monday, the fourth day of June, 1934, by reason of adjournment of the annual meeting scheduled to have been held the Twenty-first day of November, 1933, and/or at any adjournment thereof, and/or at any other meeting held subsequent or prior thereto, as authorized by Decree of a competent Court or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporations or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead, hereby expressly revoking any and all proxies or Powers of Attorney of like tenor given by me.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this _____ day of _____, 1934

Witnessed _____ PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

STICKS

A HUSBANDMAN bade his sons lay a bundle of sticks before him. Then having tied them up into a fagot, he told the lads, one after another, to take it up and break it. They all tried, but tried in vain. Then, untying the fagot, he gave them the sticks to break one by one, which they did with the greatest ease. Then said the father: "Thus, my sons, as long as you remain united, you are a match for all your enemies; but differ and separate, and you are undone." ÆSOP.

question about your vote counting as you want it to count.

In signing a proxy be sure of five things: First, that the proxy is made out to a person, or persons, who will attend the Annual Meeting and who will vote as you wish them to vote.

Second, see that the amount of stock you own is properly filled in. (If left blank it will be filled in from Association records.) Third, see that it is dated. Fourth, see that your name is signed to it just as your name appears on the stock records.

If a partnership, it must be signed as it appears on your membership contract with the signature of those composing the partnership given immediately below. Fifth, have someone witness your signature. This must be done by a third party—a person can not witness a signature of a proxy made out to himself.

In case of stock owned by a deceased person the legal executor can vote that stock if his proxy is accompanied by a "short certificate" issued by the proper court, testifying that he has a right to act as such agent for the estate of the deceased. This certificate can be filed in your association office and used in future transactions involving the same stock ownership, including proxy voting or the transferring of the stock to another party, or the redemption of it.

Remember—above all things—that this election will be determined by votes of members according to the stock they own. It is every member's duty to see that his vote counts and if a smashing majority

registers the same opinion there can be no question about the true status of the organization.

Make your vote count—sign a proxy for the side which you feel will maintain the best milk market for you. Do that whether you plan to attend or not. Then if you find later that you can attend in person—do so by all means—and vote in person. In that way there can be no slip-up. Your honest opinion will be registered beyond dispute because the ballot cast by a member voting his own stock will stand undisputed if signed as his name appears on the stock ledger.

We Are Predicting

That certain parts of the public press will handle gallons of milk propaganda during the week or so just previous to the Inter-State annual meeting. It is our guess that this propaganda will try to discredit the Inter-State, its policies, its management and the results it has obtained.

Remember—it will be nothing but propaganda and they won't believe it themselves—because they really do know better—but—for selfish reasons they will try to make you and your neighbors believe it. Pay no attention to it.

INTER-STATE MILK PRODUCERS REVIEW

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"The principal cause, if not the only cause, of lessened use of milk since 1929 has been the reduced buying power of consumers. The demand for milk may be expected to increase as business conditions improve and incomes rise."

—DR. LELAND SPENCER.

Milk—Keep It Sweet

What a year! Twelve months ago the bottom had just been passed. Business started its pick-up. Prices started their rise.

Milk! It's a wonder it hasn't all turned sour. It has become a national issue, a political football, material for sob sisters. It has won the attention of producers and consumers, old and young, rich and poor, everyone.

Let's look at it from your interests and mine. Class I milk price, (for fluid trade) was just \$1.98 a hundred pounds one year ago. It jumped to \$2.27 on June 1st and to \$2.60 on August 25th. There it has stayed up to this writing. That has been the price for 3.5 percent milk delivered in Philadelphia under the A.A.A., under no control, and under the Pennsylvania Milk Control Board. This price has withstood attacks of every description. Charges, blasts, hot air, gas were all used against that price—but it has stood. "Too low," some said—maybe so but it is with us still and therefore it must be approximately the right economic price. It is the highest class I price since February 15, 1932.

Receiving station prices jumped even more. The 51-60 mile zone station price leaped from \$1.48 to \$1.82 on June 1st and to \$2.15 on August 25th. There it has stuck through all the vicissitudes of the marketing agreement and under the Pennsylvania Control Board.

Milk for cream has had an erratic price path. On the up grade last May, it was down in June, up in July, down in August, up and about steady for three months, crashing in December and January when the butter market crashed, then up to a new high in February and another new high of \$1.33 per hundred in March, the highest in eighteen months.

Surplus prices followed the same trend, the March 1933 price being the highest since October 1932 when the entire dairy price structure crashed.

Then on April 2 the Pennsylvania Milk Control Board order went into effect. Hauling charges were scaled down. Class II prices were advanced. Manufactured milk was divided into Class III and IV and those prices advanced. Buyers objected. Threats were made and retracted. More hearings were held. Changes were made in the order. The market was unsettled—almost in a turmoil.

Where is the fault? Can milk be handled without loss at present Class II, III and IV prices? If not, will the dealers buy it or can they be compelled to buy it? If markets are lost where will the blame be placed and where should it be placed?

Time alone can answer those questions and even then we cannot be sure that we have the right answers for opinions will vary. But we cannot let either milk or the milk industry turn sour. These matters must be settled sanely, and at once.

Your association executives with your help can do much toward assisting the control board in getting the best possible answers now when they will do the most good. Let us hear you—we will transmit your sound desires to the control board in a volume and with a force that will help them find the answer—and help you get the right price.

When We Were Nineteen

A friend, well informed and with many and varied contacts, told me a few days ago that he never again expects to know as much as he did at nineteen. He meant of course that at nineteen he considered himself completely educated—more than that—possessed of all worthwhile knowledge.

Which immediately reminded me that, as far as milk marketing is concerned, the officers of the Allied Dairy Farmers' Association must now apparently be just nineteen. They are, in fact, amateurs—or novices if you please—who have succeeded frequently of recent months in being quoted in the press about milk marketing. Such fleeting and unduly flattering recognition went to their heads and now they are posing as paragons of knowledge concerning dairy economics.

Ho! Hum! Perhaps we must always have some of that kind with us.

Definitions

GROON—Formerly in Scotland and England the word meant to "make a continuous hollow sound as cattle in pain; to bellow or boom."

A modern musician has the following to say about crooning: "A crooner is a man who thinks he sings. You can discern a succession of tones in mezzo-voice, with a high content of pertamento, or slurring. The words are usually banal and vulgar strut-talk on a threadbare theme. In short, he sounds like a love-sick cat on a back fence."

Talking About Us!

Secretary Wallace, in his booklet "America Must Choose" made a statement which applies directly to the situation in the Philadelphia Milk Market.

He said: "I should like to see the campaign for a middle-ground policy conducted as a campaign of reason, with millions (thousands in our case) of personal contacts and arguments, man to man. The opposition will be bitter and powerful; but I am convinced that the time has come for the great body of Americans (milk producers) to formulate a long - time trading (marketing) program for this country (milk shed) which they are willing to stand behind, no matter how plausible the appeals of special leaders." (Additions in italics ours.)

Double Crossing!

How capable those Inter-State officials are. Merely telling their fellow Inter-State members that a meeting was to be held in its offices and the fact that more than eighty of those members responded to that hurried call resulted in a charge of "shifting" a meeting, of "double-crossing" of almost everything short of kidnapping.

The statements as reported by the press came from the Allied officials and their counsel. Yet what are the facts.

The Inter-State called a meeting to cope with a grave situation. The control board was invited and accepted but the next day decided to remain on neutral ground and in turn invited a committee from the Inter-State meeting to meet its members at their hotel. The press carried a report to the effect that a general meeting would be held at the Broadwood hotel. No arrangements were made for such a meeting and when Inter-State members heard that their meeting was being held at 219 N. Broad as originally planned they came up here.

About a dozen Allied members also went to the hotel and stayed there for a meeting of their own. Then Mr. Moffett for some strange reason sent a telegram from the Broadwood Hotel to Mr. Allebach which was delivered at the Broadwood where Allebach was conferring with the Chairman of the Control Board as per arrangements. This telegram asked that all Allied members and others be informed of the Allied meeting. When Allebach returned to the Inter-State meeting at this office he read the telegram but no one got up to leave for the Allied meeting.

Apparently about a dozen puppets was all they could get together and this failure to draw a crowd of agitators and capture the Inter-State meeting possibly got "under their skin", resulting in the insipid telegram just referred to.

The Annual Field Day or "open house" of the New Jersey State College of Agriculture and Agricultural Experiment Station of Rutgers University, will be held this year on Wednesday, June 13, according to an announcement by Prof. F. G. Helyar, director of resident instruction.

Superphosphate, alone or with manure, will greatly improve permanent pastures.

99.89 Percent Accurate

A frequent charge against the original A. A. A. milk market agreement was that the dealers were buying milk at surplus prices and selling it at Class I price. Let's look at the facts.

During 15 months previous January 1, 1934 a group of large dealers in Philadelphia sold 314,981 quarts of bottled milk during the same 15 months the paid Class I price for 237,740 quarts. Their sales of bulk milk reported during the last 7 months of the same period were 2,733,000 quarts which was at the rate of 5,858,016 quarts for the 15 month period. This would make a total of 238,172,997 quarts of milk sold less than one-fifth of one percent more than their purchases. Statistically, this difference means 432,401 quarts was actually quart out of every 551 they sold.

But during the seven months from June to December 1934, including bottled sales totalled 108,187 quarts and bulk sales reported were 2,733,741 quarts, a total of 2,841,928 quarts. Class I purchases during the same seven months were 111,044,081 quarts, a difference of eleven-hundredths of one percent or 122,529 quarts more than sold as fluid milk. During that period those dealers bought an extra quart for every 905 quarts they needed for Class I sales.

These figures show that Federal marketing agreement brought Class I price for Class I sales regardless of idle time and loose propaganda by those who are required to pay. This means a complete loss of a Class I market to those producers. Repeated efforts by your association officials have failed to find relief for those producers. Unfortunately, Order No. 6 of the Pennsylvania Milk Control Board does not prohibit such action by the dealers but rather encourages it with the high Class II, III and IV prices ordered. Such action may possibly give those from whom the dealers continue to buy milk a slightly better market but the danger is always present that the milk shut off may be bought at less than Class I price by an unscrupulous dealer who will "chisel" on the market.

It is believed by your association officials that the price for milk that goes into manufactured products should be low enough so that such products can be sold in competition with similar products from other areas. Such a price will encourage a dealer to handle that milk without a cash loss to himself and thus offer the producers a reasonable assurance of a market for all their milk. This would be satisfactory to most producers when assured of a good price for Class I milk.

The f.o.b. Philadelphia price for Class I milk from the entire territory, except New Jersey, is \$2.60 per hundred pounds. The New Jersey price as set by the Control Board is \$2.10 at the loading platform, with further deductions of 4 to 12 cents per hundred for "milk house service" being made by some dealers.

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

OFFICERS
Frederick Shangle, Vice President and Acting President
I. R. Zollner, Secretary
August A. Miller, Assistant Secretary
F. M. Twining, Treasurer

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S. U. Troutman, Bedford, R. D., Bedford Co., Pa.
R. I. Tunsey, Hollidaysburg, Blair Co., Pa.

F. M. Twining, Newtown, Bucks Co., Pa.
A. B. Waddington, Woodstown, Salem Co., N. J.
B. H. Welty, Waynesboro, Franklin Co., Pa.

F. P. Willis, Ward, Delaware Co., Pa.
Two vacancies.

Executive Committee
Frederick Shangle, Acting Chairman
F. P. Willis
R. I. Tunsey
E. H. Donovan
A. B. Waddington
A. R. Marvel
Wm. Mendenhall

Price Schedule Omitted

No price list will be included in this issue of the REVIEW such as is usually appears on Page 5. This is being omitted because of the wide variation which prevails over the market, due to official orders of the Control Board.

Dealers are buying Pennsylvania milk on the Pennsylvania Milk Control Board order while the New Jersey Control Board order determines the price of New Jersey milk. Milk from the rest of the territory is being bought under the schedule set up in the A. A. A. prices.

Each dealer is buying according to his own purchases and sales. This means that each dealer determines the percentage of the basic amount of his producers which will be bought at Class I price and the class or classes under which he will buy milk in excess of his Class I needs. This will mean a sharp variation in the percentage of basic among the different dealers. It may also cause variations in the price received for surplus milk.

Because of these variations and the three plans now in effect in the territory it is impractical to attempt printing a price schedule at this time.

Requests are coming in from many producers asking your association to help them find a new market as they have been or are about to be laid off. The dealers contend they have more milk than they need and that the milk purchased beyond Class I needs is handled at a loss at the prices they are required to pay. This means a complete loss of a Class I market to those producers.

Repeated efforts by your association officials have failed to find relief for those producers. Unfortunately, Order No. 6 of the Pennsylvania Milk Control Board does not prohibit such action by the dealers but rather encourages it with the high Class II, III and IV prices ordered. Such action may possibly give those from whom the dealers continue to buy milk a slightly better market but the danger is always present that the milk shut off may be bought at less than Class I price by an unscrupulous dealer who will "chisel" on the market.

By-Law Changes

The committee appointed by the Board of Directors at its March meeting to study the changes in the by-laws will report its findings at the Annual Meeting. It is preparing a tentative program of changes for the consideration of members at that time.

Among the subjects to be covered in the report are:

Qualifications for directors.
Qualifications for membership.

Provisions for district nominations for directorships.

The adoption of a production control policy with certain flexible provisions.

Details have not been worked out at this writing but a more complete report will be ready by the time of the Annual Meeting.

It will not be possible to make these changes at the forthcoming annual meeting as the by-laws require that any changes in the by-laws must be included in the original call of the meeting or be brought before two annual meetings before final action can be taken.

A thorough discussion at this time will make it possible for the officers to determine the reaction of the membership to the proposed changes.

Allebach Not a Candidate For Office of President of Inter-State Milk Producers' Association

Several inquiries have been received relative to whether the changed status, from the executive position as President of the Inter-State Milk Producers' Association to that of Sales Manager, which occurred with his resignation at the Board of Directors' Meeting held in Harrisburg last January, was to continue after the holding of the adjourned 1933 Annual Meeting. This point has been entirely cleared up by Mr. Allebach, himself, in the following statement which he recently made to a number of Inter-State members.

His statement follows:—
"Several members have asked me my position in regard to again becoming a candidate for the executive office of President of the Inter-State Milk Producers' Association. I wish it to be clearly understood that I am not a candidate and will not accept the Presidency of this organization at the reorganization meeting of the Board of Directors after the 1933 Adjourned Annual Meeting. I have been very glad to be relieved of a part of this double responsibility and have said so on numerous occasions."

A. D. Allebach

The proxy printed on page 3 will make it easy for you to vote at the Inter-State Annual Meeting on June 4th. Use it according to directions given on that page.

has resulted from efforts designed merely to cause such dissatisfaction. It has not been spontaneous. When time brings the true facts into bold relief we are sure everyone will see the truth of that assertion.

Had the officers and leaders of the association fighting the Inter-State shown a sincere desire to compromise we would then have been glad to work with them toward that end. But they ignored all such attempts saying there can be no compromise and saying it in the name of a rival organization of unknown sincerity. Therefore we feel it our duty to inform such of the Inter-State members as also belong to that organization of the facts as they come to us. We urge all members to scrutinize carefully the motives behind any invitation to attack the Inter-State.

Stating Our Case

HOW far is it proper for us to go in calling to the attention of Inter-State members the nature of the opposition to the personnel and policies of your association? We feel that the answer can be found in the source of that opposition and how it has been fostered and nourished.

Certain members of the Inter-State Milk Producers' Association are known to be dissatisfied with some policies of the organization but very little of the trouble is known to originate with those members. We call attention to the fact that only a few members have ever withdrawn, or even made any inquiry about withdrawing from their association. Some of them have seen fit to remain as Inter-State members after they have reportedly joined another and rival association. We will know how many after June 4. Such a stand is inconsistent and unreasonable. Such members, we feel, are fighting with themselves.

The two attorneys who have handled most of the legal work against the Inter-State have not, to our knowledge, appeared as representing Inter-State members except in one case which was in handling the injunction against the annual meeting. In that case it had to be done in the names of members because it concerned an internal affair of the organization.

In other cases they have acted as counsel for an organization set up as a rival to your association. That organization's representatives have repeatedly attacked your

association. Those attacks were made for that organization and not for any group of Inter-State members. It was at meetings called by that organization that proxies were obtained from your fellow members of the Inter-State. These proxies bear the names of the two attorneys and a director of the rival association, none of whom are members of your association.

You and your fellow members have every right to name whom ever you wish to do your voting for you. But we feel it is our duty to call to your attention the fact that the individuals whose names are on these certain proxies are not fellow members and they have not been working toward maintaining a unified producer group in this market. Attempts to compromise with the rival organization have been turned down flat, creating the impression that a reasonable degree of harmony prevailing among producers would be unsatisfactory to certain people.

In addition, one of the attorneys who is counsel for this group and whose name appears on the proxies collected by it, has appeared as counsel for two corporations generally referred to as chain grocery stores and for the distributor who supplies milk to the stores owned by those corporations. That is a relationship which many producers consider incompatible with their best interests. It is for you to decide whether it is for your best interests.

We feel that much of the dissatisfaction which is said to exist

APRIL BUTTER PRICES				
92 Score - Solid Pack				
Date	Phila.	New York	Chicago	
2	24 1/2	23 1/2	23	
3	24 1/2	23 1/2	23	
4	24 1/2	23 1/2	23	
5	24 1/2	23 1/2	23	
6	24 1/2	23 1/2	22	
7	24 1/2	23 1/2	22	
8	24 1/2	23 1/2	21	
9	24 1/2	23 1/2	21	
10	24 1/2	23 1/2	21	
11	24 1/2	23 1/2	21 1/2	
12	24 1/2	23 1/2	21 1/2	
13	24 1/2	23 1/2	21 1/2	
14	24 1/2	23 1/2	21 1/2	
15	24 1/2	23 1/2	21 1/2	
16	24 1/2	23 1/2	21 1/2	
17	24 1/2	23 1/2	21 1/2	
18	24 1/2	23 1/2	21 1/2	
19	24 1/2	23 1/2	21 1/2	
20	24 1/2	23 1/2	21 1/2	
21	24 1/2	23 1/2	21 1/2	
22	24 1/2	23 1/2	21 1/2	
23	24 1/2	23 1/2	21 1/2	
24	24 1/2	23 1/2	21 1/2	
25	24 1/2	23 1/2	21 1/2	
26	24 1/2	23 1/2	21 1/2	
27	24 1/2	23 1/2	21 1/2	
28	24 1/2	23 1/2	21 1/2	
29	24 1/2	23 1/2	21 1/2	
30	24 1/2	23 1/2	21 1/2	
Average	24.66	23.66	22.4	

A cooperative bull association may help several farmers to better herds at a relatively low cost.

Uncle Ab says he wonders how many persons will change their jobs — when there are jobs to change.

Cross Breeding Wrecking Many New Jersey Herds

"Many New Jersey dairy farmers are wrecking their herds by keeping two distinct breeds and crossing them," declares E. J. Perry, extension dairyman of the State College of Agriculture, Rutgers University. Mr. Perry blames this development on the effort of dairy farmers to produce a milk of sufficient test to meet the demands of some milk distributors.

"With the idea of getting a superior milk and saving on the expense of keeping two sires of the breeds represented, too many of these dairymen have only one sire for both breeds," he reported. "It is natural to dream of the ease of obtaining very quickly a herd that will give a large flow of milk with an exceptionally high test, but the process is not simple.

"The development of a modern breed of dairy cattle is the result of a long continued process of selection of individuals showing characters sought by the breeder. By this method the desired characters have become fixed."

Mr. Perry explained that crossing distinct breeds interfered with this transmission of the factors and combinations of factors that account for the distinctive characters of the individual breeds. The result, he said, is not an exact blending of the characters of the two breeds, but an entirely new combination which may result in the loss of most of the valuable traits of each parent.

"It is likewise true," he added, "that the offspring of the first cross may prove desirable in many respects, but from a standpoint of breeding these crossbred animals are an unknown quantity when crossing is continued. As a rule, little is gained and the outcome very often is disastrous."

Farmers Sweeten Sour Soil With Cheap Lime

Hard times in recent years have reduced farmers' purchases of lime, but they have also stimulated the development of local sources of limestone. Where both coal and limestone frequently occur, a tremendous amount of lime has been burned by farmers in open stacks. Where coal was not cheaply available, good lime has been burned with well-seasoned hard wood.

Many old draw kilns, which had been cold for years, have been cleaned and repaired. These are burning lime at costs as low as 10 cents a bushel, or \$2.50 a ton.

Where coal is high priced it is often cheaper to have the limestone ground on the farm with a portable pulverizer instead of burning it. This can be done for less

than \$2 a ton and eliminates the labor of hauling.

Local marl beds and local sources of waste lime from paper mills, tanneries, and other industries, as well as fine screening from limestone quarries, are now interesting farmers who a few years ago would not have bothered with these relatively bulky and inconvenient forms.

Real Accomplishments

A SERIOUS situation in the Philadelphia milk market was averted in mid-April by quick and courageous action on the part of Inter-State officials. An order went out from one dairy company stating that they would buy at least 70 percent of each producers' basic

amount at Class I price and the remainder of his milk at Class II but where no provisions were available to either separate or manufacture the milk only the Class I milk would be purchased.

This action was taken because, as asserted, the control board order was not clear and it would protect the company from handling excess milk at a loss.

Producers from nearby counties were called in to the Inter-State office, officials of the company were asked to attend and the control board was invited. The control board later decided it best to meet committee on neutral ground. I. H. C. Reynolds of the control board was present at a part of the meeting as an individual.

The situation was discussed, possibilities outlined, and finally your sales manager and the dairy company officials agreed upon a compromise program which was accepted by the producers represented. This program, briefly, provided that the dairy companies take the milk offered by all present producer patrons, that control board prices be paid for each class, as was mentioned in the notice the company sent out they would pay for all milk according to the classification into which it would ultimately be used.

Other companies had contemplated issuing similar notices their patrons but with the calling of this meeting action was delayed awaiting its outcome.

It is understood that the compromise was temporary, giving producers a market for all the milk while the control board considers changes. These changes it is hoped will so clarify the order as to insure regular markets for producers.

Inter-State officials insisted in contacts that the Class I price be protected at all hazards and the market be kept available for other milk but with the producers given the privilege of using home milk produced beyond Class I needs. It was felt that the market would be served best if prices such additional milk be on a basis that will permit competition in other areas rather than drive buyers to those areas—or worse still bring a flood of lower priced milk into this market and break it.

A Great Producer

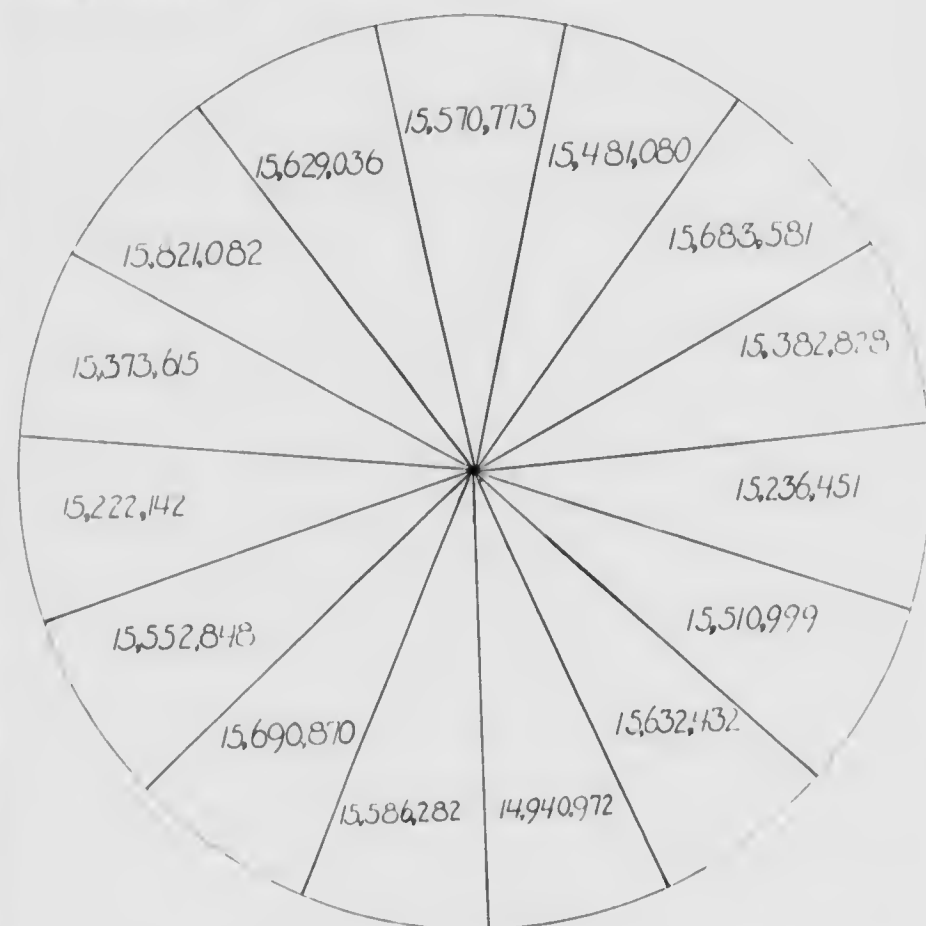
The highest butterfat record any living cow in this country completed on April 15 by the bred Holstein, Carnation Prospect, Ormsby Gluck, owned by Carnation Milk Farms, near Seattle. 365 day production was 33,300 pounds of milk containing 12.5 percent of butterfat.

The new living champion is grand-daughter of Segis Piete Prospect, the all-time record holder for milk production with 37,300 pounds in one year and is the fourth sister of Carnation Prospect Veeman the holder of highest yearly milk record of living cow with 36,859.4 pounds

Can You Pick Them?

SOME pseudo-economists, including officers of the Allied Dairy Farmers Association, have contended that the way to sell more milk and get rid of our surplus is to reduce the price of milk, also that raising the price of milk reduces milk sales. Does a modest price change exert such radical influence on consumption?

If they are right it should be easy for every one of us to pick from the following chart the months in which milk prices changed.



The chart contains the sales of fluid milk, by quarts, of the four largest dealers in Philadelphia during a recent fifteen-month period. The sales have been adjusted to a 30-day basis for every month and the months are arranged in consecutive order. During those fifteen months the price dropped once, from ten cents to nine cents a quart, and later increased twice, first from nine cents to ten cents and later from ten cents to eleven cents a quart for "B" milk.

Can you pick the first full month affected by each price change? Sorry we cannot offer prizes to the winners but if possible we will print the names of those who pick from the chart the first month affected by each price change. Just send in the sales figures as given in the chart for each of the three months which, in your opinion, were first affected by the price changes and state whether that month was affected by a lower or a higher price.

Look for the correct answer in the June REVIEW.

....OFFICIAL NOTICE....

SEVENTEENTH ANNUAL MEETING

OF THE STOCKHOLDERS

—OF THE—

Inter-State Milk Producers' Association

Monday and Tuesday, June 4 and 5, 1934

At the Broadwood Hotel, Philadelphia, Pa.
Broad and Wood Streets

BUSINESS SESSION, MONDAY, JUNE 4, at 10:00 A. M., Eastern Standard Time

In accordance with the order of the Court of Common Pleas No. 4 of Philadelphia County, the Adjourned Annual Meeting of the Stockholders of the Inter-State Milk Producers' Association, Inc., will be held at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Penna., Monday morning, June 4, 1934, at 10:00 A. M. (E.S.T.) for the purpose of filling vacancies in the Board of Directors, Hearing Reports of Officers and for the transaction of such business as may be necessary.

FREDERICK SHANGLE, Acting President
I. RALPH ZOLLERS, Secretary

.....PROGRAM.....

(The same program as originally scheduled will be followed as closely as possible)

Monday, 10:00 A.M.—Business meeting, Election of Directors, Reports of Officers.
2:00 P.M.—Continuation of business meeting and special features.
6:00 P.M.—Banquet, entertainment—tickets \$1.50.

Tuesday, 8:00 A.M.—Visits to city milk and ice cream plants, and to association offices.

10:00 A.M.—General public session, including discussion of marketing problems, addresses.

Believing that most of the wives will be more interested in the general sessions at this year's meeting the special Women's Program has been cancelled.

VISITS TO DEALERS' PLANTS

At the time of the Postponed Annual Meeting

Plans have been made for members to visit various milk distribution and ice cream manufacturing plants on Tuesday morning, June 5th. These trips will be made under the direction of the Field and Test Department.

Register at the desk on Monday, June 4th. Select the plant you wish to visit, and obtain free bus transportation ticket.

REQUEST FOR HOTEL ROOM RESERVATION

The Association has arranged for special hotel facilities at the annual meeting hotel headquarters, the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pa.

These reservations should, if possible, be made through the offices of the Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia, Pa.

The special rate for rooms, with bath, is \$2.00 per day per person. In order to be located at the Headquarters Hotel, room reservations should be made promptly.

(Fill out and return stub below at your earliest convenience)

Inter-State Milk Producers' Association
219 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Broadwood Hotel for Annual Meeting at the rate of \$2.00 per day, per person.

Check day of arrival—June 3 ☐ June 4 ☐

Number in Party

Name

Address

Turn to Page 3. Read it carefully. Will the proxy you signed last fall express your wishes today? If not, sign another. If you are not sure about that proxy sign a new one anyway.

Directors Met April 28th

A Special Meeting of the Board of Directors of your Association was held on April 28th, to discuss tentative plans for the Annual Meeting of the Association. The Board authorized a committee consisting of Directors Twining, Keith, Otto, Shangle, Donovan and Mendenhall, and C. E. Cowan, fieldman, and H. K. Martin, Chairman of the Middle Ground Committee, to act for the Board in arranging the necessary details for scheduling the Annual Meeting.

A thorough discussion was held on the market situation in the area, the supply of milk, the operation of the Control Board Order, and the reaction to certain workings of the Order.

The directors reported informally on the sentiment toward the association in their respective areas. A distinct swing in favor of the present policies of the Association was noted in practically all areas.

Does the end justify the means? If the means are mean, we say, NO!

Pennsylvania Testing

Pennsylvania cows in dairy herd improvement associations in 1933 averaged 8207 pounds of milk and 324.1 pounds of butterfat which is a slight improvement over the previous year. Of the 32,579 cows on which records were kept 5604 were disposed of during the year. Exactly 2021 were sold because of low production and 1381 for dairy purposes, with udder trouble, abortion, sterility, death, old age, tuberculosis and accidents following in the order given.

Eighty-five associations completed a full year's work during 1933 of which 43 averaged more than 8,000 pounds of milk per cow while 858 herds averaged more than 300 pounds of butterfat per cow.

Your association offices are again inconvenienced by the operation of the "Daylight Saving" custom. We open and close one hour earlier than in the winter months.

The cheese imported into the United States in 1932 would have provided a market for the milk of about 150,000 cows had that cheese been made in this country, according to O. E. Reed, Chief of the Bureau of Dairy Industry. Cheese importations are decreasing steadily because science has enabled our own cheese workers to make a product of a quality equal to most imported cheeses.

Home and Community

Elizabeth McG. Graham, Editor

THE GREAT AMERICAN DREAM

The American dream that has lured tens of millions of all nations to our shores in the past century has not been a dream of merely material plenty, though that has doubtless counted heavily. It has been much more than that. It has been a dream of being able to grow to fullest development as man and woman, unhampered by the barriers which had slowly been erected in older civilizations, unrepressed by social orders which had developed for the benefit of classes rather than for the simple human being of any and every class.

It has been a great epic and a great dream. What, now, of the future?

... If the American dream is to come true and abide with us, it will, at bottom, depend on the people themselves. If we are to achieve a richer and fuller life for all, they have got to know what such an achievement implies.

... If we are to make the dream come true, we must all work together, no longer to build bigger, but to build better.

—JAMES TRUSLOW ADAMS



Photo "Nature Magazine"

Wild Flowers

Those who live in Pennsylvania and the near-by regions are fortunate in possessing an exceptionally rich variety of native flora. Many plants have their northern outpost in this area, while for other plants this region marks their southern borderline. The range of soil and altitude within a few hundred miles also contributes to this variety.

Among our native plants are some of the world's most beautiful flowering shrubs, such as the mountain laurel, rhododendron and the azalea.

Spring brings us the bloodroot, arbutus, wood anemone, and our native orchids. While hillside will soon be lightened with the blossoming wild cherry, Judas tree and dogwood. Later will come the lilies, the blue bells and trilliums.

This wealth of native bloom is perpetually endangered by ruthless persons who dig up clumps, root and all, of some of the spring flowers which each year grow rarer. For many of these plants are truly wild flowers and will not thrive under all conditions. Limbs of dogwood and—worst of all—rhododendron, casually broken off for the sake of a brief hour or two of blossom, may take years to grow again, or never be replaced.

If you would like to have information about our native flowering plants, especially those which need protection from picking, write for "Preservation of Wild

Flowers", Bulletin No. 508, Pennsylvania Department of Agriculture, Harrisburg.

Flower Growing Goes Cooperative

The commercial flower-growers are the newest group to be welcomed into the cooperative family! A Colorado Flower Growers Cooperative has been organized within the past year, reports the Cooperative Marketing Journal. Flowers are sold through the association, with a large per cent of the blooms shipped to eastern markets. Through a stabilization fund each member receives his pro-rata return on every "pool." If only 85 percent of the carnation, for example are sold during any one period, each grower receives pay for 85 percent of his production, regardless of the actual number of flowers he has supplied.

NOTE: Those convinced of the necessity of cooperating together in our agricultural problems will find much information in "The Cooperative Marketing Journal", published every other month from 1731 Eye Street, N.W., Washington, D. C. The subscription price is one dollar.

Your Shopping Service

LOUISE E. DROTLEFF

1—Nowadays when the children go roller skating they wear low shoes which mean that invariably the strap across the instep cuts deeply into the flesh if it is not protected. A soft sponge rubber and felt cushion worn across the instep will supply the lack of a supporting shoe and enable the strap to fit securely for it is made with slits through which the ankle strap runs. These cushions come in red, blue, green and brown and cost 15 cents.

2—Knitting has set the feminine world agog these days and sooner or later you too will be thinking of making a bag to hold that new suit you have just started. You'll need a pair of wooden rods with ball ends for it, which come in light and dark finishes in 13½ and 15 inch lengths. Let us tell you where you can secure them for 25c a pair.

NOTE: Orders for these articles will be gladly forwarded. Address, Home and Community Department, Milk Producers' Review, 219 North Broad St., Philadelphia, Pa.

LOCAL GOVERNMENT

T. B. MANNY

(From a Study by U. S. Division of Population and Rural Life)

Counties and townships were organized in colonial days long before the Revolutionary War. Underlying the present problems of local government are three major trends in our American life.

The first is in the number, distribution and occupational classification of the population. In New Jersey, for example, the number of persons dependent upon agriculture seems to have decreased, while the number non-agriculturally employed has increased greatly.

The second major trend consists of the marvelous development of the field of transportation and communication. It is probably true that the average citizen of New Jersey is now about as near his State Capital as he was to his county seat at the beginning of the 19th Century. The point of view of time and effort required to make the trip.

The third major trend is in part a result of the two mentioned and in part a product of other forces. This trend is in changes of living. Even though we may believe that most families would do well to become more self-sufficient, the increasing complexity of human relationships resulting from modern science, invention and population growth will inevitably force governments into ever-widening spheres of activity. It is therefore very important that we come to a better understanding of the handicaps and difficulties under which our present governments now labor.

The functions generally performed by townships and boroughs may be roughly classified as protection, education, roads, health and welfare, sanitation, public utilities, recreation, civic and certain overhead.

Many students of government doubt whether really efficient local self-government can be provided for groups of less than 5000 people. Just how a borough of 5 persons, a township of 80 inhabitants or a city of 256 residents can perform the minimum functions required of them is a question. But unless consolidation of units that are clearly too small to render efficient services is accompanied by other changes, however, such enlarged units may be no better than the ones from which they are formed. Consolidation alone is no panacea for the ills of many townships and boroughs.

Who is Responsible?

Some of the more obvious problems are divided authority, patronage, law enforcement and lack of state supervision. Emergencies will sometimes cause expenditures to exceed estimates even in the best organized governments, but such excesses should be the exception rather than the rule. Progressive cities here and there have demonstrated that by proper budgetary procedure and centralization of spending authority they can operate without deficits even under depression conditions and at no sacrifice of essential services.

But many other municipalities have ignored these fundamentals of good government. Some critics are all too prone to lay this fault at the feet of citizens saying that they can control the spending policies of their local government by exercise of their voting strength. This criticism might be sound if it were an easy matter for Mr. Average Citizen to place his finger upon the parties responsible for the deficits.

As a matter of fact, due to both lack of centralized authority and to inadequate accounting procedures it is practically impossible for Mr. Average Citizen to do this unless he has sufficient intelligence and plenty of time to audit the books. With spending authority properly concentrated, and with suitable though not necessarily expensive accounting practices put into effect, the citizens are in a better position to know what is going on and who is responsible.

Political patronage rather than real merit governs far too many appointments. We do not have in America a distinct profession of public service in country and

municipal governments except in the field of education, and to some extent in health and scientific public welfare.

On Trial

Local self government is undergoing a period of testing and trial the like of which we have never before experienced in the history of this country. Some are practicing a complete abandonment of all control over local affairs in favor of the state, pointing to various examples of municipal graft and corruption, of reckless or wasteful spending, of faulting debt obligations, of long continued failures to balance budgets, mounting burdens, and of apparent indifference of local citizens to the seriousness of the conditions.

However, the giving up of local government is neither necessary nor desirable, and it is probable that a large majority of the American people would press the same conviction if given opportunity. Our present antiquated machinery of local government can be reorganized and modernized in such way as will retain plenty of opportunity for self-determination. But to accomplish this we will have to cut loose from long-established forms and practices.

Types of Changes

Three types of changes are important in any thorough-going scheme of reorganization—reallocation of function between state, county and municipal governments; inter-county consolidation and cooperation; and internal county organization.

Reallocation of function seeks to the overlapping which occurs when or more governmental units perform essentially the same function, and to assign services to those units which can render the most effective and economical service. For example, in the field of roads, protection, and public welfare.

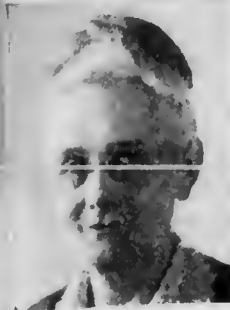
Inter-county cooperation in the maintenance of services might be practiced for example, two or more counties might maintain one jail, one almshouse, or general or special hospital. This has been tried out successfully in several states, notably in Virginia, in the case of almshouses.

The adoption of any of these suggestions should not be urged until after thorough study of the probable effect such changes upon local government taxation.

NOTE: For a copy of the study in full, write: Bureau of Agricultural Economics, Washington, "Local Government in New Jersey," by T. B. Manny.

A NEW KIND OF CHILDREN'S PARTY

Hannah McK. Lyons, M.D.



"Mother, my birthday is next week. Let's have a party. Mother was having very busy days—a party just seemed out of the question. Then the

pleading voice came again. "It won't be much trouble, and the boys all want to come, and may we have creamed dried beef?" As Mother looked aghast at the idea of creamed beef for a party he added, "Why, I like it best of anything you make and all the boys like it too." Mother gave an assuring smile as he ran off and we sat down, discussing children's parties.

A mother with a keen understanding of just how important regularity is for children and just what the right food at the right time means in keeping little people well fed becomes panicky when she learns that her good neighbor has decided to have a birthday party.

And that her family and the children of the neighborhood are invited to attend. She knows that often it means "such a tired child", and perhaps an anxious night for mother and father because of unusual foods eaten. But with the newer knowledge of nutrition, the old-time afternoon party with rich cakes and ices and foods suited only for adult digestion must go.

Instead we are learning of a new kind of party given at home and with food suitable for children. There cannot be much new in foods so we must confine ourselves to new ways in serving which will make the plain every day recipes seem new and "special." What boy will not find a new delight in his "creamed beef" if it is served in the skin of baked potatoes, with a tiny flag stuck in one end. If you have a couple of wee figures from the five and ten cent store, you may have a boat sailing to the lane of snow which is the white mound made from the scooped out baked potato with a helping of yellow butter on the top.

Eleven o'clock in the morning is a splendid hour for a small child's party, if the mothers do not have their own dinner in the middle of the day. At this time the morning nap is over and the children are ready for a romp. The meal comes at noon and they are home in time for their afternoon rest. And their regular schedule has not been disturbed.

If later in the day is more to your liking, and you are trying to observe "the new deal" in your children's party by serving the foods to which they are accustomed, you may have them come at four or five in the afternoon. They have then had their afternoon rest. You avoid the problem of mid-afternoon refreshments and the child eating at irregular hours. Instead of refreshments they receive their evening meal. The expense is very little more (if any), the children go home ready for bed, and mother need not dread the night after!

If your young guests are at the age when they are still having cereal suppers, dress up the cereal so that it becomes a new dish. Mold in small individual cups and put a face on it with seedless raisins. If junket is the dessert, cocoa paste lends itself nicely to drawing designs over the top of the cup, perhaps a tree, or river, or a face.

Cream of spinach, tomato or split pea soup may be colorful with dots of whipped cream on which is a tiny leaf of parsley floating.

If the guests are at an age to need something more substantial you will like the Juvenile Chicken Pie. Of course, there must be a birthday cake with candles, and the fun of blowing them out. Have you tried Blanc Mange Birthday Cake? And what numerous possibilities with junket! But that is another story. May and June will bring many children's parties. If we can help you, write us.

Juvenile Chicken Pie

1/4 c. yellow cornmeal 1 c. boiling water
1/4 c. cream of wheat 2 c. milk
1/2 tsp. salt

Mix cornmeal and cream of wheat. Add salt to boiling water, then add cereal. Boil until mixture thickens. Place in double boiler and stir in the milk. Cook about 2 hours.

For Filling

1 c. cold chicken, diced 1 c. cooked green peas
1 c. cooked carrots, 2 c. cream sauce
1/2 c. sugar 1 tsp. vanilla
Line baking dish with the cereal. Turn filling into this. Cover with remaining cereal and bake just long enough to heat thoroughly and brown.

Blanc Mange Birthday Cake

5 tbsp. cornstarch 3 c. scalded milk
1/2 c. sugar 1 tsp. vanilla
1 c. cold milk pinch of salt

Mix cornstarch and sugar with cold milk. Add slowly to scalded milk. Cook in double boiler 40 minutes. Add vanilla and salt. Turn into molds—wet first—and stand in a cold place. When quite cold turn out on cake stand and decorate with whipped cream and birthday candles.



POEM FOR A CHILD

I've got a garden that's all my own;
It's for nobody else but me.
From the millions and millions of
seeds I've sown
Millions of flowers should have
grown,
But they didn't. Only three.

I planted those seeds with such careful care
And made them so smooth with a rake,
That they should have come up. But they aren't there.
I've dug, but I can't find them anywhere.
'Less I weeded them up by mistake.

My garden is sometimes a sadness to me
When I think of the seeds I've sown;
And then I remember my climbing sweet-pea,
My little pink pink, and my holly-hock tree.
If I can't have many, I'm glad to have three,
And I'm glad they're all my own.

From "Rhymes About Ourselves" by MARCLETTE G. CHUTE



Is There Malnutrition At Your Table?

A note of warning is sounded by the Pennsylvania Department of Health which points to the following facts:

Rural health cards report that malnutrition among pre-school children in country districts has increased from 18% in 1930 to 31% in 1932.

In children of school age during the same period there was a general increase of 33% malnutrition.

"Malnutrition is conducive to the development of tuberculosis. The tuberculosis problem in Pennsylvania as well as in the whole country is at present more acute than the immediate past," says "Pennsylvania Health." With an enormous increase of malnutrition in children, a much larger number will develop the active disease. We must continue to drive home to the public the fact that this malady continues to kill more people under thirty-five years of age than any other disease.

What is malnutrition anyway? "It is not a disease but a condition—more prevalent in rural communities than in urban centers during normal times, and is due usually to improper feeding rather than to lack of food."

"An increase in the morbidity of this disease (tuberculosis) is already shown, and is bound to continue to increase

following this period of depression. The number of years over which this tuberculosis increase will last is dependent upon the rapidity with which the country assumes normal living conditions, and with what success the public is taught to provide nourishing foods at low cost.

Every farm can produce the foods which, when eaten, protect against malnutrition. These three foods are milk, green vegetables and fresh fruits.

This is why so much emphasis is being placed on well-planned vegetable gardens which not only supply tomatoes and spinach, etc. during the summer months but enough to carry over by canning for winter use.

This, too, is why it is considered poor economy for the dairy farm to ship all of the milk supply to the city. The city-child may be spared malnutrition while the child on the farm goes hungry in the midst of plenty.

Educating the city public about the protective foods, and in particular the importance of milk in the diet is the function of the Dairy Council. If you yourself would like more information about "the protective foods," write to the Dairy Council (219 N. Broad Street, Philadelphia), for the leaflets, "Living Well at Low Cost" and "Feeding a Family of Five."

Farm Women Vote On School Problems

In a recent poll taken of 160 farm women selected, from 17 ates, by the "Farmer's Wife", the women agreed by a three-to-one vote that "the best way out of the dilemma of the plight of the rural schools" is a new source of school revenue—something to replace property taxes.

And realizing that no unit smaller than a state can levy income taxes, or several other non-property taxes, they favor increased state support of schools.

"The majority of the 160 women believed that the advantages of state support should outweigh any disadvantages. Admitting that farmers will help pay, directly or indirectly, for the state support of schools they point to the fact that in states having this equalization fund type of state support, most rural communities are paying less to the state than they are receiving back.

"The wealth of a state, wherever it resides, should educate the children of the state, wherever they reside," says Mrs. Claude Elliott of Indiana.

"I know of one township that has five railroads running through it and paying local taxes, while the township right beside it has none. Children in the first township have splendid schools and the burden on the local taxpayers is light. Just across the road, which is the township line, the schools are deplorable, despite the fact that the taxpayers submit to twice as high a levy as in the other township. The only way to even up the situation for both children and taxpayers is to raise and distribute school money over a larger area than a district, township, or even county, and do it according to an equalization plan."

And Mrs. Orrin Robertson of New York points out that "since the state, with its required standards for our school, put us

The Annual Meeting

Due to the growing interest of "Inter-State" women in the affairs of their cooperative organization, it is believed that those attending the Annual Meeting on June 4th and 5th will desire to be present in the business and educational sessions rather than a separate "Women's Meeting." The women are therefore invited to attend these sessions with other members of their family. Further information concerning the Annual Meeting will be found on other pages of the Review. You have vital interest in how the products of your farm are to be marketed, as well as in sharing the responsibilities of producing them for the market. One is as important as the other to the income of the home.

Back of Agriculture's Trouble Local Situation Part of National Unrest

By FRANCIS R. TAYLOR

AFTER months of agitation, we are able to look back upon certain features of the agricultural situation as history. In the heat of controversy, all of us are too apt to lose sight of principles, and shape our conduct upon prejudices.

Let us look at the present milk controversy as it really is—a part of a great movement in which the farmers of the Philadelphia Milk Shed are participating with millions of other farmers in other sections of the country. Agriculture, whether it be cotton, tobacco, wheat or milk, is sick. Although the greatest industry in the United States, it has been languishing for 50 years. We are witnessing an agricultural revolution which exceeds anything that the economic history of the world has ever seen.

The milk producers in the four states around Philadelphia are participants in that revolution. If we participate sanely and with a knowledge of the great issue at stake, we will promote an orderly solution of our problems.

As counsel for Inter-State Milk Producers' Association for 17 years past, I have seen Inter-State Milk Producers' Association, under Willets and Balderston, organize the Philadelphia Market, regulate the sale of milk, and iron out the losses which farmers used to incur by dealing with weak distributors in Philadelphia, constantly menaced with insolvency or bankruptcy. Sixteen years ago there were over five hundred distributors in Philadelphia; today there are about 25.

When the Inter-State passed into the Allebach administration in 1922, with Shangle and Zollers, new problems assailed the industry. From 1922 to 1933 the Inter-State was dealing with distributors constantly diminishing in number and increasing in wealth and power. Both the Federal and State Governments passed legislation attempting to strengthen co-operatives, to ease up credit possibilities, and by tariffs, to help agriculture in general. The Inter-State, like all other co-operatives, availed itself of legislative remedies.

The Underlying Causes

The great difficulty lay in the underlying causes of agricultural ill health. Since the Civil War legislation has favored industry at the expense of agriculture. Agriculture's superficial prosperity during the Great War really intensified the misery thereafter. American farm lands, implements and accessories were expanded by leaps and bounds, and then came the Peace. Europe went back to its agriculture in an attempt to obtain a subsistence level.

Today's tariff on agricultural imports in the United States is practically useless because we have vast surpluses that might be exported if the purchasing capacity abroad were available to purchase them.

Such was our plight at the beginning of 1933. To appreciate what has happened since that time requires a vivid recollection of numerous dramatic incidents. The peaceful revolutions that were in progress on March 4, 1933 in banking and industry and agriculture were quickly recognized by President Roosevelt. For farming, the Agricultural Adjustment Administration was quickly formed. The local co-operatives in milk were strengthened by the power of the Federal Government in a way never previously possible.

Advocate Control Board

The States swung into line and New York, New Jersey and Pennsylvania set themselves for Milk Control Boards which are now a fact. The Inter-State officials advocated a Pennsylvania Milk Control Board before the Buckman Committee in May 1933; its Directors cooperated with the Federal Government in producing the first milk code, which was promulgated August 25, 1933. Through the AAA the milk problems of the nation were analyzed on a scale and with an accuracy never

before realized. The farmers throughout the country became aware of two facts: first, that the sickness of American agriculture was deep-seated and of ancient origin; and second, the agricultural prosperity was a prime essential for the prosperity of the nation.

The Federal Government no longer flirted with meaningless agricultural traffics but realized that our internal policies must be revamped to re-stabilize agriculture as a profitable part of our economic body.

In the smoke of battle that has ensued let us keep that one consideration in mind. The entire public today recognizes the essential necessity of saving American agriculture. This offers agriculture the greatest opportunity that has come to it since the Civil War. Fortunately, American farming has found a leader in Secretary of Agriculture, Henry A. Wallace, who, with understanding and learning, is leading the agricultural interests of the United States into the better day.

The first milk codes in every part of the country aroused a storm of protest. Philadelphia had its full share. Every element interested in the producing, handling, transporting, processing and consumption of milk has been aroused. State Milk Control Boards, unknown a year ago, are now an accepted part of our agricultural life. Wisconsin leads the way by treating milk as a public utility. Conflicting interests have drawn red herrings across the trail. The Federal Government has been drastically criticized for its able and well-meant efforts. The State Control Boards are being assailed from every direction because their policies are either too conservative or too radical.

Miracles Not Possible

Out of all of the sound and fury that has arisen, a discerning attitude at the present must prevail. Neither the Federal Government nor the individual states can work miracles. Progress cannot come by unruly revolution. We may well wish to simplify the production and distribution of milk, but we live in a complicated civilization dealing with an extremely perishable commodity. Undoubtedly the greatest changes in the immediate future will come in distribution, which may be by co-operatives, by chain stores, by doorstep distributors, or by municipal distribution; in fact, all four of these methods are now in vogue. It is certain that sound economic policies, rather than vague aspirations, must predominate in the milk industry of the future.

Once again, let us realize that the producers have their own interests to conserve. They cannot conserve them by fighting among themselves. Indications are not lacking that the dissatisfaction stirred up in the Philadelphia Milk Shed has been inspired by selfish interests who can profit by internal dissension in the rank of the farmers.

We have today splendid national leadership. Let us cease our internal quarreling and under its qualified and seasoned Board carry forward the Inter-State into this new phase of agricultural endeavor for which its experience of two decades past preeminently fits it.

Basis of Agreement

The following stipulation was agreed to and signed by the attorneys for your association and by the attorneys for the plaintiffs, Mr. Atkinson and Wilkinson and were accepted by the Court as the basis upon which the election of directors shall be held. Read it carefully.

ROBERT E. ATKINSON and
CHARLES L. WILKINSON

C. P. No. 4

September Term,

No. 8189

INTER-STATE MILK PRODUCERS' ASSOCIATION, a corporation, H. D. ALLEBACH, I. R. ZOLLERS, F. M. TWINING,

STIPULATION

IT IS STIPULATED between counsel for plaintiffs and counsel for defendants as follows:

1. That the exceptions heretofore filed on behalf of the defendants to the Master's interlocutory report be and the same are hereby withdrawn.

2. That the adjourned annual meeting of the defendant Association shall be fixed to convene on June 4, 1934, at 10:00 A. M. (Standard Time) and at such meeting an election shall be held for directors whose terms shall have expired, such election to be conducted under the supervision and control of the Master. Notice of such adjourned meeting and a copy of this stipulation shall be published in the May issue of the Inter-State Milk Producers' Review.

3. It is agreed that the terms of the following named directors shall expire and that their successors shall be elected at said meeting, namely:

J. H. Bennetch
A. R. Marvel
I. V. Otto
Chester Gross
F. W. Bleiler
Mark L. Stitt
Hoagland Gates
C. F. Preston
F. Shangle
R. I. Tussey
F. M. Twining
Philip Price
C. Craig Tallman

4. Either party may offer evidence before the Master, at a time to be fixed in advance of the date of the meeting, for consideration by the Master in determining whether or not any additional vacancies in the Board are to be filled at the forthcoming election.

5. Either party may offer evidence before the Master for consideration by the Master in determining the stockholders entitled to vote at said election, and any other evidence relevant to the matters alleged in the Bill of Complaint.

6. The stock transfer books of the Association shall remain open until the close of business on May 15, 1934, and shall remain closed from that date until the conclusion of the election. A list of stockholders of record at the close of business on May 15, 1934 shall be prepared by the officers of the Association and filed with the Master on or before May 25, 1934, and shall be accepted by the Master as prima facie evidence of the stockholders entitled to vote at said meeting.

7. All proxies shall be filed with the Master at the time of the election. No proxy shall be received which bears a date prior to September 22, 1933. In case more than one proxy is received from the same stockholder, regardless of the date appearing thereon, the Master shall communicate by mail with such stockholder to ascertain which proxy he desires to be voted, and the vote shall be accepted and recorded accordingly. Failing to receive any reply to such inquiry within one week such proxy shall not be voted.

8. Except in the case of duplicate proxies, in the absence of challenge, properly supported, all proxies shall be deemed authentic, provided the name on the proxy corresponds to the name on the stock record and the same is properly witnessed.

9. In the case of deceased stockholders, proxies signed by the legal representatives of the holder of record shall be accepted if accompanied by a short certificate, but not otherwise.

CHARLES EDWIN FOX
FRANCIS BIDDLE
EMANUEL FRIEDMAN
Attorneys for Plaintiffs
RALPH B. EVANS
FRANCIS R. TAYLOR
Attorneys for Defendants

The foregoing stipulation is approved, and the Master is instructed to be guided by the provisions thereof in the conduct of the election.

By the Court.

T. D. FINLETTER,
P. J.

Dairy Market Conditions

Dairy markets have shown unexpected strength during the last few weeks. This is due to a continued unfavorable relation between feed prices and dairy prices which has caused a definite reduction in dairy production. This situation extends throughout the entire country except a part of the west coast section and is most pronounced in the dairy manufacturing areas.

Production in market milk areas has been held well in line through the operation of classified use, or basic-surplus, plans. Prices have held steady of recent months with new changes, most changes being slight raises to producers. With the peak of seasonal production at hand further increases are not probable in the near future except where prices are now definitely too low. An attempt to raise prices to both producers and consumers in the New York market was blocked by court action.

The recent increase in butter prices should exert a strengthening influence on the entire market structure. This increase is contrary to seasonal expectations and the predicted reduction in demand for storage butter apparently failed to develop. This is probably due to the general industrial recovery and hopes for a stronger demand at better prices next winter. The price of 92 score butter increased from 22.5 cents at New York on April 11 to 25.25 cents on April 30 and a month's average of 23.66 cents as compared to an average of 20.68 cents in April, 1933. Cheese prices reflect the same tendency as butter, showing a slight seasonal drop from the March high but being substantially above prices a year earlier.

Production is continuing at a lower level than a year ago despite an increased number of cows. This is due to higher grain prices, a

shortage of forage in many regions and poor pasture conditions, especially in the butter sections. Should the latter condition improve sharply a general increase in production can be expected together with a drop in manufactured dairy product prices and increased pressure on fluid milk markets. It is doubtful, however, that fluid markets will break as the flush season will be past in two months and organized markets will resist such changes.

Dairy products have moved into consumer trade channels liberally. Demand for butter has been strong and the trade output of butter, cheese, condensed and evaporated milk increased 9 percent over the first quarter of 1933, or a milk equivalent of a billion pounds, while production decreased a slightly greater amount. This has resulted in reducing storage stocks to about normal. Indications point to a rise in fluid milk consumption of at least a seasonal normal, some showing more than normal increases.

Prices during the next few months will be influenced largely by the relation of supply to demand and the supply will be determined by pasture conditions. After that feed prices are likely to be the determining factor. The ability to increase production sharply is present as shown by a record number of cows. Only relatively high feed

February Prices Paid By Producers' Associations

5.5% Milk f. o. b. Market (x)

City	Average Net Price	Basic Price
Philadelphia	\$2.398	\$2.56
Pittsburgh	1.68	1.90
New York City	1.43	2.305
Louisville	1.79	2.055
Seattle	1.404	1.645
Minneapolis	1.35	1.70
Milwaukee	1.52	2.00
Boston	1.80	2.26

(x) Except New York quotations apply to 201-210 mile zone and Boston quotations to 181-200 mile zone.

April Buying and Selling Prices

From National Cooperative Milk Producers' Federation

MARKET	Prices f.o.b. City 3.5% Test			Butterfat Differential	Retail price "B" milk
	Class I	Class II	Class III		
*Philadelphia	\$2.56	\$1.70	B	4c	11c
*Pittsburgh	2.15	1.70	B	4	10
*New York (201 Mile Zone)	2.175	1.33	\$1.40	4	12
Indianapolis	1.70	B	B	3	10
Washington	2.67	1.51	—	7	13
Baltimore	2.38	1.74	—	4.64	11
ADetroit	2.02	B	B	3	10
ALos Angeles	1.785	B	B	5.1	10
ASan Diego	2.10	B	.875	6	11
AOmaha	1.60	1.17	.85	3	9
ABoston (191 mile zone)	2.222	1.07	—	2.5	11
AKansas City	1.75	1.32	1.06	4	10
SLouis	1.85	1.33	1.01	3	11
SLSt. Paul-Minneapolis	1.60	pool	—	3	9

*Also a class IV price, same markets under control board supervision. A—Under A. A. A. milk marketing licenses. B—To be determined according to butter.

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GUARANTEEDHUNDREDS IN
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Box U-172, No. Manchester, Ind.
Send me postpaid one Hurri-Kool
Milk Cooler. I enclose \$4.95.

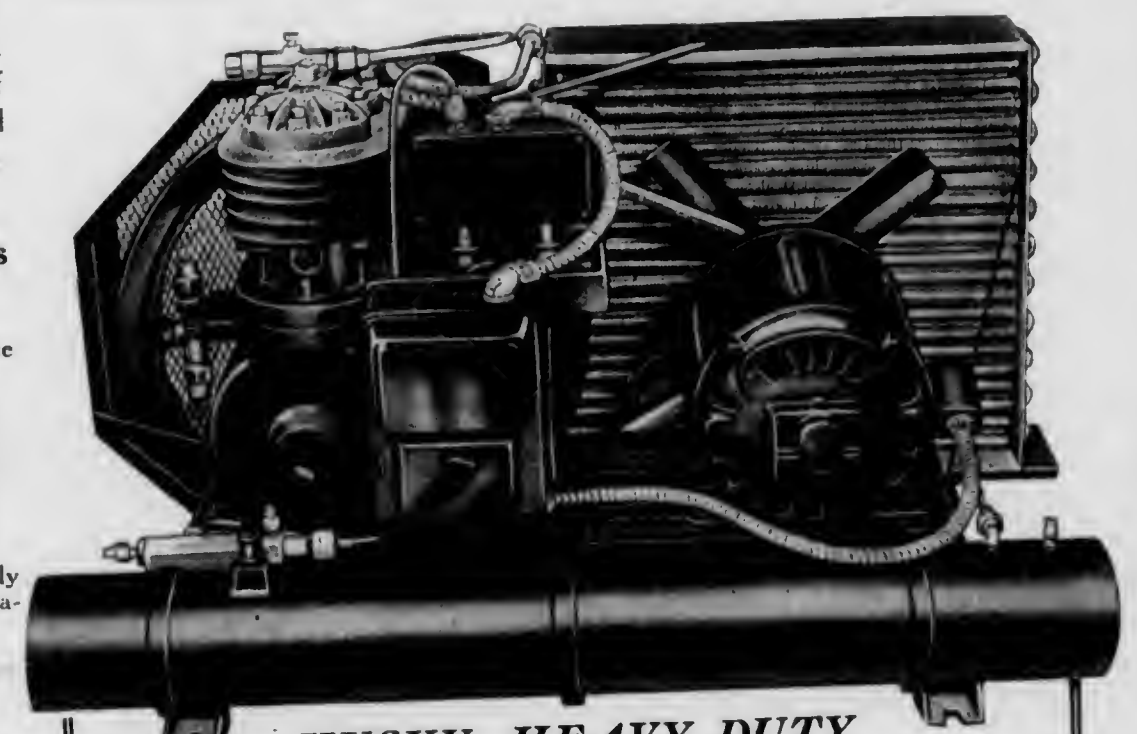
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NOTICE TO DEALERS: Why not investigate the possibilities of handling "M&E" in your section? Direct Factory Contact. Free training. Your inquiry is invited.

Does the proxy you signed last fall express your opinion of today? If not, read page 3, and sign the proxy printed there.

Nitrogen Nearly Doubles Pasture Carrying Power

The carrying capacity of a pasture plot has been almost doubled in the past seven years through the application of a nitrogenous fertilizer, according to Prof. C. B. Bender, of the dairy department of the State Agricultural Experiment Station, Rutgers University.

A four acre plot at the Experiment Station that received 300 pounds of sulphate of ammonia, in addition to lime, superphosphate and potash, supported an average of 1.61 cows per acre, whereas a plot that received the same treatment without the nitrogen carried only .84 cows per acre. Two applications were made each year, one in late March and the other about June 1.

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Read what others say about ESCO COOLING EQUIPMENT.
"Bacteria reduced from 90,000 to 1-100."
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"The extra premium has almost doubled my income."
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"My milk, always in demand."
W. B. Peterson
"Saved me \$34.00 in one month."
W. H. Hayes
South Carolina

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I am making... cans of milk a day.
Please send information on ESCO Electric Milk Coolers, Utensil Sterilizers and Water Heaters—also FREE booklet "HOW TO GET BIGGER MILK PROFITS—THE ESCO WAY."

Name _____ Address _____
P. O. _____ State _____

Advertising Butter Pays

It Will With Milk, Too

YES, it does pay to advertise dairy products.

Last October the dairy industry entered the fall and winter season with the largest storage stocks of butter and cheese in the history of the country. The supply in storage was about 50 percent above the 5-year average.

On April 1st storage stocks were down almost to the 5-year average for that date. All the regular movement into trade channels had been accomplished and practically all the excess products were moved also. True, reduced production took care of a part of it and government purchases helped move some but a concentrated advertising campaign started in December moved a large part of it while holding prices well above prices of a year ago.

The National Dairy Council headed up the campaign. More than 5 million special leaflets, over 156,000 butter posters and 100,000 pieces of other literature were distributed by it.

Radio talks, newspaper publicity, clip-sheet service and general information about the campaign were sent out regularly to 4700 newspapers, 523 dairy leaders, 2693 county agents and home demonstration agents, and teachers of vocational schools. Letters received from county and home demonstration agents indicate the type of work accomplished. Thirty percent organized special community clubs in rural areas to promote the use of butter and dairy products; sixty percent worked through local community leaders; twenty-three percent reported grange and farm bureau leadership; twenty-one percent reported using Dairy Council posters and exhibit material in store windows; and twenty-two percent reported working thru country schools.

"Every Dairymen His Own Salesman" has been adopted as a slogan by farm organizations. Farm Bureau meetings during May throughout Indiana will be devoted to our project. Equally important

has been the work carried on through 600 granges in Ohio.

The industry cooperated in seeing that all cream and milk shippers were supplied with copies of five popular promotion leaflets. They were responsible for placing posters in cream stations and retail stores.

A suggested plan for community cooperation in supporting the campaign, and working material to put it over, were furnished to county agents, home demonstration agents and vocational teachers in butter producing areas throughout the country. More than 100,000 pledge cards signed by farmers to increase dairy products consumption were secured by these cooperators.

The Council supplied special news releases and clip sheet service with mats for local papers throughout the country. Four hundred mats for clip sheets were distributed to local papers by the Council. In several states, weekly papers put out dairy editions in which they utilized this mat service offered with the clip-sheet, and sold special advertisements in these issues to local business interests. Some papers carried a dairy page over a period of several weeks. In Michigan, the state college furnished 250 newspapers with special feature articles and mats which were prepared by the Council office.

The dairy and farm press also cooperated with the Council. Mr. Lloyd Rummel, editor of Ohio Farmer, contributed regularly, dairy publicity material to their state press. Hoard's Dairyman featured special editorials and poster covers in color using butter, cheese and other dairy products. The American Agriculturist developed a keen interest in the campaign throughout the eastern fluid milk areas through editorial copy presented to their readers.

Special stories for homemakers pages are supplied regularly by the Council to eleven state farm papers. These articles feature tested recipes in which dairy products are used.

Radio continues stressing the importance of dairy products, discussions on the basic economic features behind the campaign, ways to use dairy products, and the importance of dairy products in relation to health were sent regularly to stations in forty-four states. Reports tell how these stations have fitted in this material with their farm and homemaker programs. Of interest, are the returns from a single broadcast over WLS in which the Butter Cookies leaflet was featured. Requests for 1,450 copies were received by this one station.

All branches of the dairy industry cooperated in this campaign. Milk producers and cooperatives developed team work among their many thousand farmer members to make their country communities more "butter conscious" than ever before. Material was distributed to impress the farmer with the importance of his dairy cows as the most substantial and certain source of his income; to induce him to help reduce the surplus of butter

and other dairy products, and make his market more secure by urging his neighbors to use more.

The twenty-five regional councils cooperated with special projects. For example, a lesson making of butter cookies was given before Christmas by home economics teachers. Butter for demonstrations was furnished to the local distributors and the Council furnished a special leaflet, "Cookies, the Best Sweets."

Eighty-five thousand home economics students in high schools used this leaflet in their classes. Many reported that they had made Christmas cookies at home, and one mother denied the usual Christmas giving by the depression, made sixty dozen for her family and friends.

Your association has asked to be all the notice given. A.A.A. to help do this for all. The request was made. The production control conference membership (presumably all here on April 2 and 3. Apparently 5,000 of them) while on May 1 they won't authorize it even though producers would pay the whole thing as we proposed to do. But we are doing it locally through the Dairy Council and they reached 600,000 people last year—giving them the state of milk for economy and health.

Farm Field Day at Pennsylvania State College will be held Thursday, June 14th. The program will contain both educational and entertainment features. Among the latter will be a rural choir contest.

Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of March, 1934:

No. Inspections Made	156
Special Farm Visits	18
No. Sediment Tests	391
Days Can & Truck Inspection	40
No. Meetings	40
Attendance	40
Days Special Work	26.31
No. Miles Traveled	26.31

During the month 43 dairies were discontinued from selling for failure to comply with the regulations. 39 dairies were re-instated before the month was up.

To date 283,265 farm inspections have been made.

Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of March, 1934:

Butterfat Tests Made	774
Plants Investigated	4
Calls on Members	4
Quality Improvement Calls	4
Herd Samples Tested	58
Membership Solicitation Calls	5
New Members Signed	3
Cows Signed	3
Meetings Attended	20
Transfers of Membership	20
Microscopic Tests	20

Mr. Gadget: "What is the most pathetic picture in the world?"
Ditto: "A horse fly sitting on radiator cap."

Marketing Committee Set Up Producers Elect Three Inter-State Men

A GENERAL MEETING was called at Harrisburg on Friday, May 4, at which producers were elected to help the Control Board in its work in connection with administering the Control market. The distributors will appoint two of their representatives to the same committee at an early date.

The meeting was given almost no publicity but according to law there mention of it in the public press constitutes sufficient notice. Short items in Philadelphia evening papers on Saturday, April 28, and on Sunday, April 29, appeared to be all the notice given.

But that was sufficient, the Allied officers are said to have circularized their membership (presumably all of them) while on May 1 they were sent to Inter-State producers would pay the whole thing as we proposed to do. But we are doing it locally through the Dairy Council and they reached 600,000 people last year—giving them the state of milk for economy and health.

The result—producers let it be known in whose hands they will trust control of this market. Inter-State members swarmed into Harrisburg by bus and truckloads. They were united. They stood behind their own men.

B. H. Welty of Franklin county, Walter Sharpless of Chester county and Charles Whittaker of Huntingdon county were nominated for the Inter-State and elected by the crowd which numbered about 1000 producers. Three other nominations were made by W. K.

Moffett, at one time an employee of the Pennsylvania State Chamber of Commerce. A fair majority was obtained—but had the meeting been widely advertised the crowd undoubtedly would have been several times larger and the majority even greater in proportion.

Heard Real Voice

The real voice of producers is being heard at last—the voice that is firm, even, and with power behind it. It is penetrating through the hubbub created by idle talkers, by subversive propagandists, by calamity howlers. When that voice speaks, those in control know which way the crowd is moving—they are guided quickly and accurately to the straight and solid road built on a firm foundation that leads to permanent and lasting results.

The vote at Harrisburg did more than elect sound thinking straight-forward men to the milk marketing committee. It showed what an aroused membership can do when a crowd of organized cooperative wreckers threaten their association.

That vote did more than that. It branded as pure braggadocio the statement made to the public press on May 2 by the Allied secretary that the Inter-State, including Mr. Allebach, does not represent producers in this market.

That statement was made because Secretary Wallace refused to cancel the A. A. A. licenses binding

milk dealers in this market when the Allied asked them to do so. (The licenses are still in effect although the agreement itself is not.) Mr. Wallace insisted that he confer with Mr. Allebach, your sales manager, before cancelling those licenses because he, Allebach, represents you producers in this market as Inter-State sales manager.

The Harrisburg vote answered this Allied implication. Incidentally, the Allied milk marketing knowledge and ability appears to have been measured very accurately at Washington.

Reports on results of the Harrisburg meeting were lamentably scarce in the public press. A little item appeared in a Harrisburg paper the next day saying the election had been held but the vote was not announced nor the names of those elected given. This appears to be a deliberate attempt to put a muffler on Inter-State accomplishments and whether the blame lies with the meeting chairman, Mr. Cocklin who is organizing these committees for the control board, the control board itself, or with political powers or with the newspapers, we do not know. But that does not change the facts as we are giving them to you. We gave an informal statement to the press the morning after the meeting and it was not used in Philadelphia papers that day.

Special Mention

Special commendation is due those loyal members from Huntingdon county, from Franklin,

Bedford and Blair counties, from Chester county, from the Eastern Shore and all the rest who turned out and served notice on the world that the Inter-State is still supreme and shall remain so.

Men—you have asserted yourselves. Continue to do so and this market will again present a unified front in all its work.

Bull Association Pays

Members of the Everett Jersey Bull Association in Bedford County are now starting their thirteenth year. They find that daughters of the high class bulls owned by the association produce milk and butterfat at a lower cost than most cows of unknown ancestry. Members who also belong to Dairy Herd Improvement Associations have increased the average production of their herds by about 100 pounds of butterfat per cow.

The proxy printed on page 3 will make it easy for you to vote at the Inter-State Annual Meeting on June 4th. Use it according to directions given on that page.

Farmers' cash income in March was \$417,000,000 composed of \$408,000,000 from the sale of farm products and \$9,000,000 from rental and benefit payments by the AAA, according to estimates by the Bureau of Agricultural Economics. Cash income in March of last year was \$275,000,000.

25% SAVINGS SECURITY 100% PROTECTION

{ RATES 25% TO 30% BELOW MANUAL USED BY OTHER COMPANIES— }
THAT'S WHAT OUR POLICIES OFFER YOU!

No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

STANDARD AUTO POLICY

We write a Standard Automobile Policy for Public Liability, Property Damage, Fire and Theft, covering in the United States and Canada, at a saving of from 25% to 30%. Truck Insurance at a 25% saving.

We write but two classifications, "W" and "X." This means a large saving on high priced cars.

This Company's premium writings for January and February 1934 have increased 37% over the same period of 1933.

COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

325-333 S. 18th STREET HARRISBURG, PENNSYLVANIA

Clip this and mail today—it obligates you in no way.

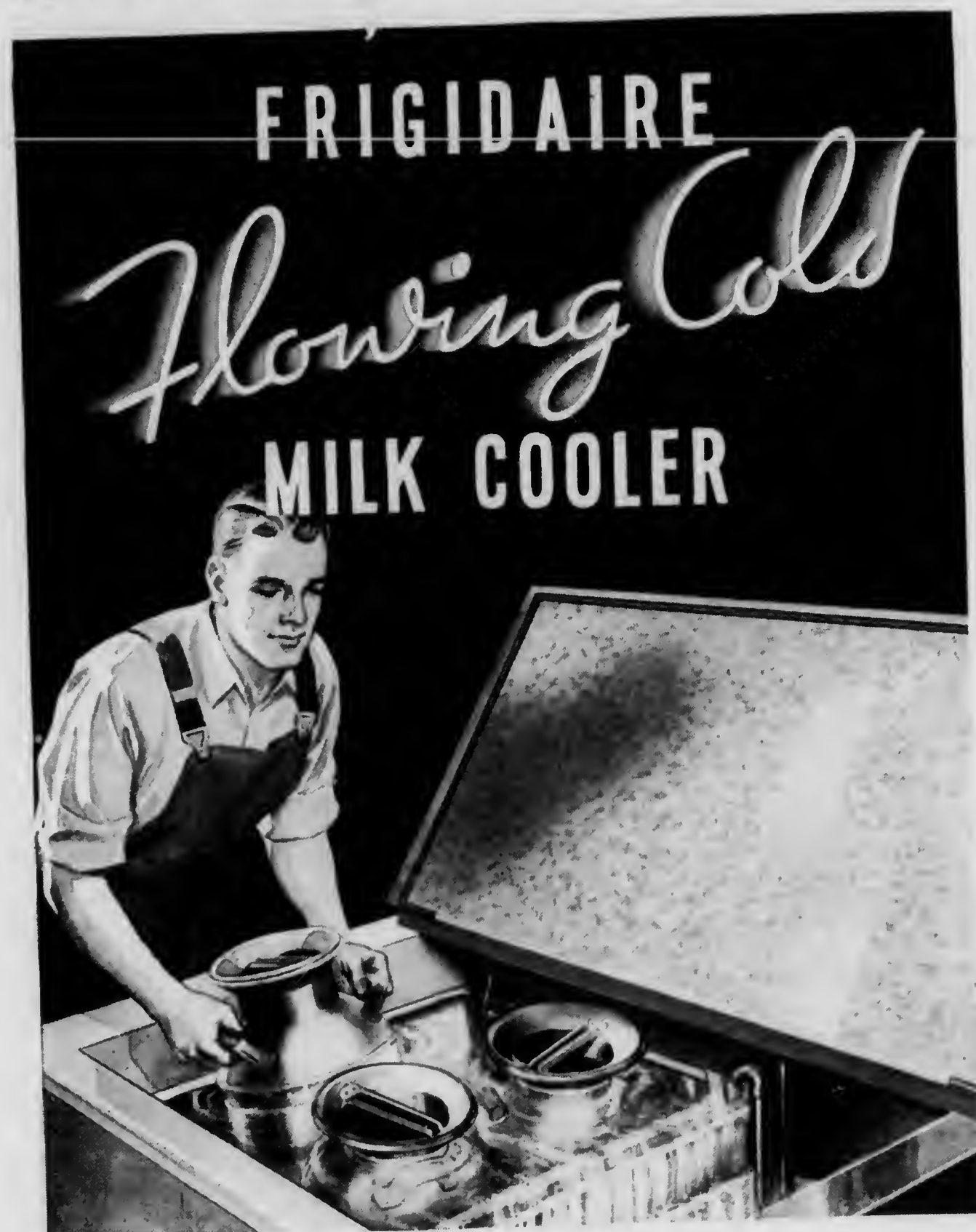
PENNSYLVANIA THRESHERMEN & FARMERS' MUTUAL CASUALTY INSURANCE COMPANY
Harrisburg, Pa.

Gentlemen: I am interested in—
Compensation Insurance - - - - ☐
Automobile or Truck Insurance - - - - ☐

It is understood that this inquiry is not to obligate me in any way whatsoever.

Name _____
Address _____ Street and Number _____ City _____ County _____
Business _____ Payroll _____ Make of Car _____ Model _____

ANNOUNCING THE AMAZING NEW



COOLS MILK
TO 50° IN
ONE HOUR
AUTOMATIC
WATER LEVELER
SAVES TIME
AND WORK

This milk cooler is new and different. It has features never before heard of in a milk cooler. One of them is an automatic water-leveler. The height of the water remains the same whether you put in one can or all the cooler will hold. The mechanically refrigerated water is always up on the neck of each can—always above the milk line—and vigorously circulated around every can.

AUTOMATIC WATER LEVELING . . . POSITIVE CIRCULATION

From one end of the cooler to the other—from bottom to top—the water flows in a uniformly cold stream. It extracts heat from every portion of the milk.

This flowing cold lowers the milk temperature from body heat to below 50° in about an hour. Then the circulator stops of its own accord, and the milk is held at the same temperature as long as it remains in the cooler.

BETTER COOLING AT LOWER COST

Milk producers and dairymen everywhere have found that Frigidaire milk cooling saves money. C. Albert Fox (Penna.) says that Frigidaire saves him \$70 a month. E. G. Martin (Georgia) says he saves up to \$53 a month with Frigidaire. John J. Corkery (Mass.) says Frigidaire saves him \$1,400 a year.

And Frigidaire holds down bacteria count by cooling

milk faster and keeping it colder. This enabled M. cellus Hartman (Illinois) to qualify for \$1,144 a year in bonuses. Many similar examples could be quoted.

ASK FOR LITERATURE

For complete information about the Frigidaire Flowing Cold Milk Cooler, mail the coupon. Learn how it built, how it operates, what it does. Find out how it costs fully installed.

We'll send you information about the whole line Frigidaire Milk Cooling Equipment and give you facts about making more money on milk. Fill out and mail the coupon right away.

DON'T DELAY GET THE FACTS TODAY

Frigidaire
A PRODUCT OF GENERAL MOTORS

J. J. POCKOCK, INC.
1920-22 Chestnut St.
PHILADELPHIA, PA.

Send me literature about new Frigidaire Flowing Cold Milk Cooling Equipment.

Name.....

Address.....

MF-510

Milk Produce



INTER-STAT

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., June, 1934

No. 2

Seventeenth Year Sets Records

Sessions Mark Year of Work and Progress

THE LARGEST CROWD in the history of the Association was the record set at the delayed Seventeenth Annual Meeting of the Inter-State Milk Producers' Association. A close estimate put the number present at about 2,200 persons. This record was made in spite of the meeting being held on June 4th and 5th, during an exceedingly busy season on the farm.

The reason for the turn out can be explained briefly. It was the attempt by a certain group—or certain groups—to obtain control of the Association. Such a situation always arouses interest.

As this is being written the results of those efforts as expressed by ballots are not known. The counting of votes has not been done. In fact, the proxies are not all checked for correctness and the count can not be made until that is done.

It is certain, however, that those at the meeting in person do not want an overthrow of the present management. They expressed themselves positively in that regard when certain resolutions backing the "insurgent" group's policies were defeated decisively.

Excellent Order Maintained

The meeting was orderly. The election of directors was the subject of greatest interest and this was conducted by Thomas F. Gain, a Master appointed by Common Pleas Court No. 4 of the County of Philadelphia. His acts were fair to everyone. His authority was doubtless the most important single reason for the orderly conduct of the crowd.

The supervision by a Master was occasioned by an injunction brought about in the names of Robert E. Atkinson and Charles F. Wilkinson, two stockholders, the former also being a candidate for a position as director. At least six points were raised in their request for an injunction and all except one were practically ignored in later developments. This one point concerned the filling of vacancies on the Board of Directors, a Delaware law passed since the present by-laws on that point were established requiring that vacancies be filled only until the next stockholders' meeting. There were two such vacancies at the time the meeting was originally called, two more occurring since by a death and a resignation. These developments made this an important point as the men placed in these vacancies might hold the balance of power on the board. In other words, time and later actions have shown that the points raised in the application for the injunction were merely technical at the time the injunction was granted, one of them having since become important.

The meeting was opened by Frederick

Shangle, Vice President, who introduced J. Hampton Moore, Mayor of Philadelphia. The Mayor gave a brief address of welcome in which he asked that every effort be made to render a fair opinion of the work and importance of everyone in the dairy business—the producers, consumers, transportation agencies and distributors. He said that rather than honoring the meeting by his presence he and the city were honored by the presence of the delegates and other members. The Mayor called upon everyone present to remember the hardships endured by the founders of our Nation, many of whom were farmers and who left Philadelphia rich in the history of their struggle.

After the reading of the call of the meeting

The Election

We have delayed the REVIEW for several days hoping to have definite information as to the outcome of the election of directors. Late advices from the Master who conducted the election give no promise of any early information. He plans to make no announcement whatever until he can give final definite word as to the outcome. As this may require writing to several hundred members who signed two or more proxies, the results may not be known for another week or ten days.

Full information will be given to all newspapers as soon as it is available. A complete account will be carried in the July REVIEW, together with a record of the reorganization meeting of the new board.

by Secretary I. Ralph Zollers, the reading of the minutes of the 1932 meeting were dispensed with upon motion duly passed. The meeting was then turned over to Thomas F. Gain to conduct the election of thirteen directors, nine for terms expiring in November, 1936, one for a term that expires in November, 1935, and three for terms that expire in November, 1934.

Twenty-eight Nominations

The first man recognized after nominations were opened was F. P. "Daddy" Willits, now a director and the first president of your Association. He placed in nomination the following men: John H. Bennett, Lebanon County, Pa.; Fred W. Bleiler, Lehigh County,

Pa.; E. M. Crowl, Chester County, Pa.; Chester Gross, York County, Pa.; Oliver C. Landis, Bucks County, Pa.; A. R. Marvel, Talbot County, Md.; Ivo V. Otto, Cumberland County, Pa.; Frederick Shangle, Mercer County, N. J.; and R. I. Tussey, Blair County, Pa., for three year terms. Also Philip Price, Chester County, Pa., for a two year term and C. H. Joyce, Burlington County, N. J.; John S. Reisler, Cecil County, Md.; and M. L. Stitt, Juniata County, Pa., for one year terms.

The opposition was then recognized and David Crawford of Chester County nominated C. C. Gingrich, Lebanon County, Pa.; Bruno Bobiak as of Lehigh County, Pa.; Harry A. Rhodes, Chester County, Pa.; Stewart Senft, Sr., York County, Pa.; Robert E. Atkinson, Bucks County, Pa.; Robert F. Simpson, Talbot County, Md.; W. A. Woods, Cumberland County, Pa.; Henry Schmidt, Mercer County, N. J.; and V. Ross Nicodemus, Bedford County, Pa., for three year terms. Also H. B. Shenk, Chester County, Pa.; for a two year term and Ellis Wills, Burlington County, N. J.; Hoagland Gates, Cecil County, Md.; and T. R. Auker, Mifflin County, Pa., for one year terms.

When additional nominations were called for the names of Lewis C. Bentzley and Artemus Stover, both of Bucks County, Pa., were presented as candidates for three year terms. They were accepted when they applied for sufficient additional stock to qualify them. The name of James Iden Smith was presented but rejected because this qualification was not met. An attempt was made during this discussion to amend the by-laws so any stockholder could hold any office in the Association. The Master ruled this out of order as it was contrary to those sections of the by-laws specifying how amendments can be made.

The Master then explained how the ballots were to be marked, how the voting would be conducted and other details of his plan. While the ballots were being prepared talks were made by members seconding the nominations of each complete ticket and also the independent candidates.

Campaign Speeches

Kenzie Bagshaw spoke for the organization ticket, bringing out a statement made to him by a member of the Pennsylvania Milk Control Board to the effect that the Philadelphia market is in such excellent shape they did not see a chance for any appreciable increase in income of producers supplying this market altho the state as a whole would be benefitted by about \$6,000,000 in a year.

(Continued on page 13)

Sound Resolutions Passed

A FULL measure of resolutions were brought forward for the Resolutions Committee to pass upon. The committee accepted all resolutions offered, bringing each one up before the meeting for the consideration of the vote of the membership assembled.

Most resolutions were passed without discussion as everyone present recognized them as sound and helpful to milk producers. A few were passed after discussion and two were definitely turned down.

It is impossible to print each resolution in full at this time. We shall summarize them briefly, however, also giving the action of the meeting on each one so that our readers may know what happened. This will give a reasonably accurate picture of the meeting and the direction or trend of their thoughts and action.

Copies in full of all resolutions and final action upon them will be mailed to any member upon request.

One resolution called upon state milk control boards in Inter-State territory and upon Federal agencies to support and help strengthen existing cooperatives that they will be even better able to carry out their functions after the emergency is passed and emergency legislation withdrawn. Inter-State support was pledged to the same bodies on all sound policies they might undertake.

Another resolution called upon all officers and directors of Inter-State to use all their power, influence and ability to demand the removal of the "3 to 5 day" and the "30 day" penalty for returned milk and that the results of these efforts be reported at the next annual meeting.

A third resolution called upon the milk control board of Pennsylvania to reduce its number of milk classifications and price schedules from seven to two, or three at most, so as to avoid confusion and misunderstandings among producers.

Dairy Council educational work was endorsed and approved in another resolution in which the control boards in this milk shed were asked to authorize all milk buyers to deduct one cent a hundred pounds of milk for financing this work, the dealers to pay a corresponding amount.

A fifth resolution was passed in which the Inter-State was requested to draft a proposal calling for high tariff walls on all foreign oils imported into the United States for the manufacture of oleomargarine.

One resolution requested that the Inter-State Milk Producers' Association call upon the state health officers and the state secretaries of agriculture in Pennsylvania, New Jersey, Maryland and Delaware to develop one uniform standard of health requirements for the production and handling of fluid milk so that uniform inspection of all dairies throughout the milk shed shall prevail. This was approved with a minor amendment.

A resolution which elicited considerable discussion asked that no dues be collected on milk which sells for less than \$0.75 a hundred pounds for 3.5% milk.

A request that amendments to the association's by-laws be included in the call of the next annual meeting summarizes another resolution.

One resolution, presented from the floor, and duly passed, called upon the association to oppose a processing tax on dairy products.

Two resolutions were tabled by vote of the meeting. One called for a separate vote by the meeting on points 2, 3, 4 and 5 of the reorganization plan submitted to the members through the mail by

Hoagland Gates, the vote to be accepted as informative only. The other tabled resolution called for the disbarment of all directors from any full-time position with the organization. After a vociferous "no" on the motion to table the former resolution a division of the house was called for. This resulted in a vote of about eight to one in favor of tabling the resolution.

Do you want complete copies of these resolutions? They would furnish valuable material for discussion at the meeting of your local or at your Grange or other rural club meetings. We will gladly send upon request a complete copy of all resolutions with the action taken upon each one by the resolutions committee and the members. Write to the Milk Producers' Review, 219 North Broad Street, Philadelphia.

Larger Dairy Income in 1933

Philadelphia Milk Shed Gets Most of State's Gain

AN extra \$1,659,000 cash income from milk found its way into the pockets of Pennsylvania milk producers in 1933 as compared to 1932, according to a news release from the Pennsylvania Department of Agriculture. This statement says: "Cash income realized from milk by Pennsylvania farmers in 1933 was over a million and a half dollars greater than in 1932, according to estimates by the United States Department of Agriculture. The 1933 total was \$72,407,000 compared to \$70,648,000 the year previous."

As you already know, producers in the Philadelphia Milk Shed received an extra \$400,000 a month under the Federal milk marketing agreement which your association officials obtained for you. This agreement was effective from August 25 through the remainder of the year and netted producers in the milk shed about \$1,700,000 more during that time than they would have received under the prices that prevailed early in 1933. Add to this amount about \$175,000 extra per month during June, July, and the first 24 days of August which was paid producers because of price increases made effective June 1 through the efforts of your association officials. This totals about \$475,000 during that period, making a total increase of \$2,175,000 for the milk shed.

As about two-thirds of the Philadelphia Milk Shed is in the state of Pennsylvania we find that your association obtained for you and other producers in this milk shed who live in that state about \$1,450,000 of the \$1,659,000 gain that was obtained in the entire state.

That impresses us as proof that the officials of your association have been both faithful to your interests and capable in serving you.

The same article continues:

"Milk produced on farms in the Commonwealth last year amounted to 4,422 million pounds of which 407 million pounds were used as milk or cream on farms where produced, 367 million pounds were utilized for making butter on farms, 106 million pounds were fed to calves, 182 million pounds

were skimmed or separated for sale of butterfat, 725 million pounds were retailed as milk or cream by producers, and 2,655 million pounds were wholesaled. Pennsylvania leads all States in the amount of milk and cream retailed by farm producers.

"Slightly more milk was produced in 1933, more dairy products were utilized on farms where produced, more milk was separated on farms for sale of butterfat, and less milk was retailed than in 1932.

"Pennsylvania ranks third among all the States in cash income from dairy products being exceeded only by Wisconsin and New York.

"The Pennsylvania farm price of milk was estimated at \$1.92 in 1933 compared to \$1.88 in 1932. These prices are about 50 percent higher than the corresponding averages for the entire country."

What Is a Chiseler?

One of the words that we hear used frequently these days in the milk business, in other business and also in connection with the government's various programs, is the word "chiseler."

The expression is not a new one. It has been in use a long time and in general means to cheat or follow business methods which come very close to being dishonest yet may be within the law.

In the milk business a chiseler is one who persists in selling at a cut price, that is a price below cost and with no regard for service or quality or the best interests of the industry. With him price only counts. It may be a storekeeper or a dealer. Some even chisel at both ends. For example, a dealer may pay less than classification prices for his milk or he may chisel on weights and tests and then turn around and chisel his competitors in the market.

Usually the chiseler has a fairly definite object in view. He seeks to gain new business by cutting prevailing prices with the idea that although he may lose money temporarily on sales it is cheaper than to actually buy a business. He may increase his price later or he may sell out to some competitor. Whether it's in the milk business or in some other business, because he is found in practically every line of industry, he is a parasite in the trade. He usually keeps going until someone buys

him out. Chiseling is an evil in the business and every other business but it unnecessarily reduces prices not of the particular commodity but wages.

One of the principal objects of marketing agreements or licenses under the AAA program is the elimination of cutting. National Recovery Administration officials have announced that the main objects of the NRA program are the eliminating of chiseling in business, the giving of prizes or prizes, and even evading the NRA regulations. In short the chiseler is a menace to the methods he follows are never a benefit to anybody. In the milk business, territory he has cost producers millions of dollars in upset market, lower milk prices. If he can be eliminated or brought under regulations it will be a big step forward toward the stabilization of prices.—Dairyman's League News

Tells Farmers How to Reduce Fencing Costs

Seven ways by which farmers can reduce the initial cost and upkeep of fences, as explained by Prof. R. Gross, agricultural engineer at the New Jersey College of Agriculture, Rutgers University, following are:

(1) Plan the farm so the amount of permanent fence is reduced.

(2) Build fences for permanent and low maintenance by using most permanent type of construction and the best grade of posts.

(3) Place posts at intervals of one rod or less; never more than permanent fence. Wide spacing of posts increases maintenance.

(4) Use anchor posts for the corners, setting them by frost action and use cross bracing.

(5) The load of twining vegetation should be removed from fence each year.

(6) Steel materials should be protected by a heavy coating of zinc (galvanizing).

(7) The butts of wood posts should be treated with creosote.

point 6 inches above the ground line.

Little Gertie had a toy bear whose glass eyes were out of alignment. A fond aunt asked what she called the bear and said: "It's name is Gladly."

"That's an odd name," said aunt, "how did you happen select that name?"

"Oh, we sing it in Sunday School—'Gladly A Cross I'd Bear'."

The farmer who owns a tractor is not affected by the N.R.A. code unless he does custom hauling or hauling for hire.

When writing to advertisers them you saw their ad in REVIEW.

June, 1934

What We Are Doing

Address at Seventeenth Annual Meeting

—by Frederick Shangle, Vice President

MANY decided changes have occurred since we last met here. These changes have affected the marketing of our milk and the work of your association. Many of them appear to be the result of the social unrest in evidence throughout our country.

Milk Control Boards have been set up in the States of New York, New Jersey and Pennsylvania to help smooth out our difficulties. We have also had a Federal milk marketing agreement under the Agricultural Adjustment Act. The agreement is still in effect in the Philadelphia Milk Shed.

The Inter-State Milk Producers' Association has endeavored in every way possible to cooperate with the New Jersey and Pennsylvania milk control boards, which are operating in this area, as well as having been instrumental in bringing about the marketing agreement under the Agricultural Adjustment Act. This agreement, it is estimated, increased the purchasing power of the milk producers in the Philadelphia Milk Shed by approximately \$400,000.00 per month since it became effective on August 25, 1933. These Federal and State agencies have all helped to bring better returns to milk producers.

Had the Federal Agreement been given the united support of all the producers in our milk shed and united efforts made to improve it and make it work we believe our condition as milk producers would be far superior to what it is today.

We Need Cooperation

We believe the closest cooperation should exist between the Federal Government, State Milk Control Boards, and the organized dairymen and that policies pertaining to the control of production and prices to producers and consumers as advocated by each body should be very closely in line with one another, if not on the same basis.

There has been considerable opposition to the Philadelphia Selling Plan in some sections of the Philadelphia Milk Shed and by some individuals throughout the entire territory covered by the marketing agreement. Many of our producers have been led to believe that there was no surplus milk in our territory.

This gave rise to decided efforts to eliminate the low prices paid for classes of milk other than that used for fluid consumption. It has also been advocated by certain interests, unwisely, we believe, that the price to all producers at the farm be the same regardless of distance to market.

Follow Inter-State Plan

In spite of such objections the important principles of this plan have been followed closely, with certain changes in details by both the New Jersey and Pennsylvania

milk control boards. Changes in name were most in evidence in each case, the New Jersey Board using the terms "norm", "cream" and "excess", while the Pennsylvania board has increased the classes to seven sub-divisions and describes it as a "classification according to use."

We are pleased to report also that through the efforts of your association's representatives the Class 1 price of \$2.60 per hundred pounds f.o.b. Philadelphia which we put into the Federal marketing agreement, was also included in the Pennsylvania Control Board order which became effective April 2nd and in its latest order effective on June 1st.

A Better Understanding

Although severely handicapped by the unrest throughout our territory during the past several months we feel that there exists today a much better understanding of the problems confronting the officers and directors of your association.

We sincerely hope that the results of this election under the jurisdiction of the Court, and supervised by a Master appointed by the Court, will be satisfactory to the great majority of milk producers in the Philadelphia Milk Shed and that those who are in the minority will, after the election, support every sincere effort of the directors who are selected to carry on the work and formulate future policies of your association. Continued controversies pertaining to the dairy industry can result only in disaster. Every member of the Inter-State Milk Producers' Association has been repeatedly asked to express his wishes at this election and surely those who have not expressed their opinion by voting in person or by proxy have no right to criticize or condemn the results. Those who have voted and find the majority thinking differently should certainly show the spirit of good sportsmanship and loyalty to the organization by backing up the elected directors and officers and helping to carry on the work to a successful conclusion.

I have not attempted to cover the regular marketing and service activities carried on by your association. These are included in the reports of other officers and in the printed report entitled "Our Seventeenth Year" which is available to those in attendance. That report covers the activities of your association for the past 12-month period ending on October 31, 1933. Copies may be secured at the close of this meeting. The activities and services to our members are being carried on as in the past.

I want at this time to thank publicly my fellow officers, the executive committee, Board of Directors, field representatives and the office force for their splendid cooperation during the past few months while I have been acting president of your association by order of the Board of Directors.

Special mention is due those who have made the Milk Producers' Review a more effective means of keeping you informed on the developments and actual facts concerning your association and your market.

Put Group Interest First

Let us all be constructive in our activities. Anyone can tear down but it takes a skilled workman to build. We must have group interest instead of self-interest. Let us devote our time and energy in strengthening the Inter-State which has weathered the economic storm as well as any, better than most agricultural, commercial or industrial organizations. Ask yourself this question before criticizing too severely. Have I done all I could to make the Inter-State a bigger, better, stronger and more progressive association? If not your association will welcome your help in the future. Carry this message to those members back home who could not be here today. The Inter-State will be just as strong as the members make it.

Read It Carefully

This issue of the Milk Producers' Review contains the highlights of the seventeenth annual meeting of the Inter-State Milk Producers' Association. We urge you to read it carefully and save it for reference.

Pastures Often Robbed

Pastures often are robbed to keep up the fertility of the plowed fields according to "A Pasture Handbook", just published by the United States Department of Agriculture, which reminds again that with pastures "on soils of fair natural fertility, much can be expected from fertilizing."

Compared with those of other countries, pastures of the United States are, as a rule, low in productivity. This is due in part to the fact that they usually are located on the poorest parts of the farm.

But the handbook points out that while grazing by some stock leaves a great deal of manure on the soil, in the case of dairy farms the cattle spend much of the time in yards and stables. Then the manure is likely to be returned to the cultivated fields.

First-class pasturage usually can be counted upon to produce meat and milk more cheaply and at a greater net income than any other feed or feeds.

The interest rate on new loans from production credit associations has been reduced from 5 1/2 percent to 5 percent.

June, June, 1934

MILK PRODUCERS REVIEW

Page 4

INTER-STATE
MILK PRODUCERS REVIEW

Official Organ of the
Inter-State Milk Producers' Association, Inc.

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An organization lives or dies in
the hearts of its members.—T. B.
SYMONS.

IT IS IMPORTANT
*Did you sign two prox-
ies? If so, you may expect
a letter asking which one
you wish to be voted.*
*Answer that letter
promptly because if no re-
ply is received within one
week after it is mailed,
your vote won't be counted
at all.*

*If there is any doubt
about how your proxy
holder voted get in touch
with him so you can mark
the return letter properly.*
*No matter how busy you
are, take care of this letter
at once. It is important.*

An Opportunity Missed

GENTLEMEN of the Press, we
are disappointed in you. The
Board of Directors of the Inter-
State Milk Producers' Association
invited you to attend the stock-
holders meeting of our association
—so the meeting could be reported
accurately according to what hap-
pened and not according to guess or
misinformation that might be de-
liberately or maliciously handed to
you. This was a private meeting
of our association and we would
have been entirely within our rights
to keep out everyone except stock-
holders and their authorized agents.
But we asked you to come so you
could get the facts, all the facts.

Unfortunately, you did not rise
to the occasion. We do not know
why. Only the Inquirer even
approached a fair discussion of the
meeting. That paper also did by
far the best job of covering pre-
meeting information.

The fact remains that you gen-
tlemen of the press missed the con-
structive features, emphasized the
destructive. Your write-ups im-
pressed us as being written accord-

ing to preconceived ideas as to
what constitutes milk news. None
of you used a single new tact. You
wrote little, very little, about the
Inter-State's efforts to conduct a
fair-and-square meeting, to build
our association into the kind of an
organization that gets its members
the top dollar for their milk and
efforts to give all members a square
deal.

You missed entirely Dr. Symons'
splendid banquet address and his
impressions of what the Inter-State
has done for the thousands of its
members in his state and in the rest
of the Philadelphia Milk Shed.
You made no mention of Professor
Dennis' common sense talk about
what is needed to make stronger
and more effective cooperatives of
farmers. You failed to report the
applause given H. D. Allebach
when he was asked to rise before
the banquet crowd, applause which
exceeded by far that given any
other individual at any session.
Neither did you mention the brief
talk by E. B. Sharpless in which
he stressed his views as a milk
producer in working together, fac-
ing true and complete facts, and
his direct appeal to the press to
report milk facts accurately and
to report milk meetings so that the
report will be recognized by those
who attend the meeting.

Caught Minor Points

Slight mention was made of
Wm. B. Duryce's talk and then
emphasis was put on minor points,
points that apparently fit into pre-
conceived ideas of what constitutes
milk news. You did not catch the
important points in his address.

On the other hand, Lewis Bentz-
ley's strike threat, a periodic ap-
peal to get into headlines, got into
headlines. Lawyer Fox, appar-
ently to becloud the issue, em-
ployed what lawyers like to call
"red herrings" which he used freely
even though they had been aired
many times before. That made
headlines, too. Neither of these
men said anything constructive or
new. They both used threats and
opinions. Unfortunately, part truths
were also used and no part truth
can be accepted as fact.

The truth, as much as could be given
in the limited time by lawyer
Taylor, got only passing attention.
We recognize, gentlemen of the
press, that you and your employers
are more dependent upon the good-
will of milk consumers than upon
that of milk producers. But doesn't
that make it even more impor-
tant and necessary that you give
your readers the whole picture,
both sides of it, so they may react
intelligently whenever milk prob-
lems come to public attention.

Why?

These questions were raised in
our minds, "Were these reporters
instructed to 'play down' the
Inter-State and 'play up' those who
would like to gain control of it or
to 'scuttle' it entirely?" "Or do the
reporters, city editors and others
who 'pick the news' go out after
that which they think the public
wants or that which will make ray
news, regardless of the complete
and true picture?" "Or are these
individuals incompetent?"

Personally, we think certain
press representatives must have

been instructed because of the pure
fabrications appearing in some
news columns previous to the
meeting. We think the rest of you
were possessed of the idea that the
"reading public" does not care for
a clear statement of constructive
fact, that something spectacular or
destructive is demanded in order
to attract readers to your news-
papers.

Public Wants "New" News

Has it not occurred to you that
the general public would appre-
ciate, even get a kick out of, a
news story such as was available
to you June 4th and 5th in which
the Inter-State was shown to be a
farmers' organization, working for
farmers and getting for them a
price that will compare favorably
with the price in any other large
market in the country. The whole
tenor of the meeting proved that
the farmers are back of the Inter-
State.

Yes, gentlemen of the press, the
public has been hearing of us
through your columns as being
incompetent, even as working
against the farmers best interests
and as working against the con-
sumers. They have been hearing
that for so long that the truth as
told in the foregoing paragraph
would have been big news, a re-
freshing change, to them. It
seems that you missed your oppor-
tunity to write some real news with
a new slant on a subject which has
become dry and hackneyed because
of improper treatment.

Are You Vacationing?

Summer time is vacation time
but it is also the farmer's busy
time. In spite of a lot of work ten
days, a week, or at least three days
usually can be found on most
farms when a part of the family
can jump into the gasoline chariot
and get away to a change of scenery
and a welcome relief from the
hum-drum of every day farm work.
The rest of the family should plan
a like foray into a change of rou-
tine after the first contingent re-
turns home.

If you can possibly get away, do
so. You will come back from a
trip across the state or into the next
state realizing what a fine old place
home really is. It will spur you on
to make it even a better home for
mother, the youngsters and your-
self.

One supreme effort should be
made by everyone to get to Chica-
go's 1934 version of "A Century of
Progress." It reopened late in May
with the best of last year's ex-
position retained in improved form
and many new features added. A
day will permit you to get a
general impression, five days will
give you a chance to inspect many
of the most interesting and spec-
tacular exhibits but a month could
be used to advantage if you wanted
to study all exhibits in detail. We
are assured that there will be
enough new features there this year
to make the fair doubly interesting
to those who saw it last year. An
entirely new dairy exhibit with
cows and featuring certified milk
production is included.

Lacking the time, opportunity
or money to visit the Century of
Progress there are many things

nearer home including picnics,
outings planned by the Great
Farm Bureau, Dairy Herd Im-
provement Associations, Ameri-
can Legion, or similar organiza-
tions. Put the dates of some of the
affairs on your list as a special
of business.

Farmers Should Not Be
Relief Milk Burden

Milk producers in this area must
be on the alert to prevent a
shift of city relief burdens to
them. This has been attempted
some sections by advocating that
milk for relief purposes be bought
in lower classifications and at low
prices.

Such a move would definitely
take relief milk out of Class 1
and mean that milk products
would have their incomes cut
cordingly. Farmers can not af-
ford to support city relief work in
any way when many of them are
distress themselves.

Schemes of this kind will mean
a small reduction in city relief
costs but may easily cut in half
the price the farmer receives for
milk used in relief work. The
milk will reduce the farmers' buy-
ing power, decrease his purchases
city-made goods, and soon in-
crease the need for city relief. It is
further proof that the country
will not prosper unless agriculture
thrives.

E. A. Gauntt has been appointed
extension dairy specialist in
Delaware County, Montgomery
County, and all townships in Chester
College of Agriculture at Rutgers
University, New Jersey. He will
start his new work on July 1, 1934.
He will work with the various pro-
ducers organizations and other agri-
cultures interested in dairying in
New Jersey.

Inter-State Milk
Producers' Association

Incorporated
Flint Building, 219 N. Broad St.,
Philadelphia, Pa.
Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

OFFICERS

Frederick Shangle, Vice President and
Acting President
I. R. Zellers, Secretary
August A. Miller, Assistant Secretary
F. M. Twining, Treasurer

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S. K. Andrews, Hurlock, Dorchester Co., Pa.
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F. M. Twining, Newtown, Bucks Co., Pa.
A. R. Wadlington, Woodstown, Salem Co., N. J.
B. H. Welty, Wayneboro, Franklin Co., Pa.
E. P. Willis, Ward, Delaware Co., Pa.
Two vacancies.

Executive Committee

Frederick Shangle, Acting Chairman
E. P. Willis, A. R. Wadlington
R. I. Tussey, A. R. Marvel
E. H. Donovan, Wm. Mendenhall

Control Board Order No. 8, Amended

AGAIN we are omitting the milk price schedule from its usual place
on page 5 of the REVIEW. The reason for this omission is, briefly,
that one price schedule applies in New Jersey, another in Penn-
sylvania and another in the remainder of Inter-State territory.
The Pennsylvania schedule carries seven classifications, each with
a different price formula as set by the state milk control board. The
New Jersey schedule has three classifications each with a different price
and the rest of the territory also has three classifications but on a differ-
ent basis than in New Jersey.

Each dealer again determines his own percentage of Class 1 milk,
what he buys a percentage of each producer's basic amount according
to his purchases of basic milk and sales of Class 1 or fluid milk.
For those reasons a simple price schedule can not be devised which
will inform each producer what he should be paid for his milk. Milk
will be purchased according to the schedule then in effect
in the respective territories. In Pennsylvania that covers the control
board order No. 6, printed in the April REVIEW. June purchases will
be according to the schedule printed herewith. New Jersey prices have
not been changed recently, nor have prices applying to the rest of the
territory been changed.

Each Pennsylvania producer can determine the price of his milk
by finding out the classifications in which his dealer is buying milk and
the percentage of basic which is bought as Class 1. Then applying the
prices in those classifications to your production you can get your differ-
ential. The butter price table on page 12 applies to May and
June prices.

Following is given the classifica-
tions and price formulas contained
in Order No. 8 of the Pennsylvania
Milk Control Board, with later
amendments.

DEFINITIONS. As used in this Offi-
cial General Order, the following terms
shall have the following meanings:

Philadelphia Milk Marketing Area—
includes Philadelphia County, Bucks
County, Delaware County, Montgomery
County, and all townships in Chester
County lying east of the following named
townships: Franklin, Highland, Honey
Brook, London Britain, Londonderry,
Sadsbury, and West
Jersey.

Class 1 Milk—Includes all milk pur-
chased, received, or handled by a milk
dealer and so marketed as to be readily
open to the supposition that it will find
its ordinary utilization by human con-
sumption as raw or pasteurized milk,
chocolate or flavored milk, or cream
milk. It includes all milk leaving a
milk plant or receiving station in fluid
form, in the absence of clear proof that
such milk is so utilized as to fall into some
other class.

Class 2 Milk—Includes all milk from
which is derived sweet cream butter, un-
less sold as butter, or from which is de-
rived fluid sweet or sour cream to be sold
for human consumption as fluid sweet or
sour cream respectively.

Class 2A Milk—Includes all milk
utilized in the manufacture of milk choco-
late, candy, and confectioneries.

Class 2B Milk—Includes all milk uti-
lized in the manufacture of ice cream,
homogenized mixtures, soups sold in
sterilized sealed containers, condensed
concentrated whole milk to be sold in
sealed containers, powdered whole milk,
soft cheese such as Neufchatel, Pimento,
Pimento Olive, D'Isigny, Port DeSalut,
Lunch, Koshier, Petit Swiss, Swiss, Lim-
berger, Munster, Gauda, DeBrie, Camem-
bert, Hard Italian, Brick, and other
cheeses of similar type. This class also
includes all milk not otherwise accounted
for or utilized in the manufacture of any
other dairy product not otherwise classi-
fied.

Class 2C Milk—Includes all milk
utilized in the manufacture of Farmer's
Pressed cheese or Cream cheese.

Class 3 Milk—Includes all milk or

(c) In the event that milk is not
shipped direct to the distributor's plant
but passes through a country receiving
station to be cooled, a receiving station
cost of \$.16 per hundredweight may
be deducted.

Class 2 Milk—(per hundred pounds)
three and one-half times the average price
per pound of 92 score butter at whole-
sale in the New York Market, as reported
by the United States Department of
Agriculture for the month during which
the milk is purchased, plus \$.45.

The above price shall be f. o. b. distri-
butor's or milk dealer's nearest country
receiving station or manufacturing plant.
If the distributor or milk dealer has no
country receiving station or manufactur-
ing plant, then the prices, shall be f. o. b.
point of general assembly or shipping
platform.

Class 2A Milk—(per hundred pounds)
three and one-half times the average price
per pound of 92 score butter at whole-
sale in the New York Market, as reported
by the United States Department of Agricul-
ture for the month during which the milk
is purchased, plus 20% of this amount,
and plus \$.30, subject to the following
additions or deductions: A sanitary and
quantity production premium of \$.20 per
hundred pounds shall be paid in the case
of producers, whose stable, milk house,
and method of producing and handling
the milk, meet the state requirements for
a fluid milk market in Pennsylvania, and
whose average daily production equals or
exceeds 1,000 pounds for the period
covered by each payment. When the
average daily production of such produc-
ers falls below 1,000 pounds, but not below
500 pounds, the premium of \$.20 per
hundred pounds may be reduced by \$.01
for each one hundred pounds of milk
below 1,000 pounds. When the average
daily production falls below 500 pounds
the premium of \$.20 per hundred pounds
may be reduced by \$.10.

The above price shall be f. o. b. the
manufacturing plant. However, if the
milk is delivered to a branch station rather
than the manufacturing plant, a maxi-
mum of \$.05 per hundred pounds may be
deducted from the above price.

Class 2B Milk—(per hundred pounds)
three and one-half times the average price
per pound of 92 score butter at whole-
sale in the New York Market, as reported
by the United States Department of Agricul-
ture for the month during which the milk
is purchased, plus \$.30.

Provided, however, that in the case of
milk utilized in the manufacture of ice
cream, \$.05 per hundred pounds may be
deducted from this price for milk received
between June 1, 1934 and July 1, 1934.

And provided, further, that in the case
of milk utilized in the manufacture of
condensed or concentrated whole milk to
be sold in sealed containers, the following
prices may prevail until the Milk Control
Board, by official general order, revokes
this proviso and reinstates the above
minimum price: The average paid at
midwestern condensaries as determined
by the Board at the end of each month
plus not less than \$.15 per hundred
pounds of milk. This minimum price
shall apply to all points 201-250 miles,
both inclusive, from Philadelphia, Penn-
sylvania, with \$.01 per 100 pounds of
milk added for each 50 mile zone under
201 miles, and \$.01 per 100 pounds for
milk deducted for every 50 mile zone over
250 miles.

The above price shall be f. o. b. milk
dealer's nearest country receiving station
or manufacturing plant. If the milk
dealer has no country receiving station or
manufacturing plant, then the price
shall be f. o. b. point of general assembly
or shipping platform.

GENERAL: The prices to be paid
producers for milk utilized in manufactur-
ing dairy products shall be as set forth in
this order, unless written permission has
been obtained in advance from the Milk
Control Board to classify otherwise or to
pay producers a different price schedule
for milk utilized in the manufacture of
particular dairy products.

The prices to be paid
producers for milk utilized in manufactur-
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particular dairy products.

dealer has no country receiving station or
manufacturing plant, then the price shall
be f. o. b. point of general assembly or
shipping platform.

Class 2C Milk—(per hundred pounds)
the same as Class 3 Milk plus \$.10.

The above price shall be f. o. b. milk
dealer's nearest country receiving station
or manufacturing plant. If the milk
dealer has no country receiving station
or manufacturing plant, then the price
shall be f. o. b. point of general assembly
or shipping platform.

**CLASSES 1, 2, 2A, & 2B BUTTER-
FAT DIFFERENTIALS.** The above
minimum prices shall apply to milk of
3.5% butterfat content. There shall be
a butterfat differential of at least \$.02 for
each one-half of one-tenth percent added
for milk testing above 3.5% butterfat
content, and deducted for milk testing
under 3.5% butterfat content.

Class 3 Milk—the butterfat content of
the milk or cream, in pounds, multiplied
by the average price per pound of 92
score butter at wholesale in the New
York Market, as reported by the United
States Department of Agriculture for the
month during which the milk is purchased.

The above price shall be f. o. b. milk
dealer's nearest country receiving station
or manufacturing plant. If the milk
dealer has no country receiving station or
manufacturing plant, then the price shall
be f. o. b. point of general assembly or
shipping platform.

Class 3A Milk—for the month during
which the milk is handled, the average of
the weekly quotations per pound of
cheese with differentials as indicated at
the following markets, or with differentials
as indicated from such of these markets
as may issue quotations during the period.
Single Daisies at Wisconsin Cheese Ex-
change, Plymouth, Wisconsin, plus \$.01
per pound; Twins at Gouverneur Cheese
Board, Gouverneur, New York; Flats at
Cuba Board of Trade, Cuba, New York.

From the average price of cheese as de-
termined from these quotations and differ-
entials shall be deducted \$.03 per pound
of cheese allowance for making, and the
price per 100 pounds of milk shall be
computed according to the yield of cheese
per 100 pounds of milk, as follows:

B. F.	Cheese	B. F.	Cheese
Test	Yield	Test	Yield
3.0%	8.30	4.3%	11.29
3.1%	8.53	4.4%	11.52
3.2%	8.76	4.5%	11.75
3.3%	8.99	4.6%	11.98
3.4%	9.22	4.7%	12.21
3.5%	9.45	4.8%	12.44
3.6%	9.68	4.9%	12.67
3.7%	9.91	5.0%	12.90
3.8%	10.14	5.1%	13.13
3.9%	10.37	5.2%	13.36
4.0%	10.60	5.3%	13.59
4.1%	10.83	5.4%	13.82
4.2%	11.06	5.5%	14.05

The above prices shall be f. o. b. milk
dealer's nearest country receiving station
or manufacturing plant. If the milk
dealer has no country receiving station or
manufacturing plant, then the prices
shall be f. o. b. point of general assembly
or shipping platform.

GENERAL: The prices to be paid
producers for milk utilized in manufactur-
ing dairy products shall be as set forth in
this order, unless written permission has
been obtained in advance from the Milk
Control Board to classify otherwise or to
pay producers a different price schedule
for milk utilized in the manufacture of
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Our Seventeenth Year

President's Report Covering Fiscal Year, November 1, 1932, to October 31, 1933—by H. D. Allebach

The following report was prepared for distribution at the annual meeting of the association, originally scheduled for November 21-22, 1933. Some statistical material is omitted here. A complete report in printed form is available upon request.

OUR SEVENTEENTH year just closed has been one of hard work, trying conditions, and difficult situations. It has also been a year of accomplishments. In my annual report a year ago I stated that we were then passing through a most trying period. Our seventeenth year has also been a trying time but in a different way. A year ago we were almost at the bottom. Things had been getting worse in every field of agriculture and industry. Prices of everything were going down. Milk could not withstand the pressure and we also had to submit to price reductions.

March of this year saw low tide, a tide so low that the bottom of about everything was exposed. Then it started back. Recovery was on its way. When that happened we had to change tactics. Previously it was a case of resisting the tide so as to save every inch of our markets that was economically and humanly possible. But with the turn we had to step into a new role, we had to help the tide swing back and to recover the price concessions that hard times had forced us to take.

Legislative Help

A sympathetic administration at Washington gave us a big boost by passing the Agricultural Adjustment Act on May 13, 1933. This act, briefly stated, authorized that administrative machinery be set up which would put agricultural purchasing power back where it was from 1910 to 1914. In simple terms it meant that it would raise the price of milk so that the money from 100 pounds would buy as many pairs of overalls or as many pounds of sugar or as much lumber, as it did back in the earlier period.

The problem of your association on May 13 when the act was signed by President Roosevelt was to put your milk prices on a parity with 1910 to 1914. That act went further and demanded that we must also hold production down while getting this extra price. It recognized that both uncontrolled production and good prices would not and could not remain with us long.

The Marketing Agreement

National control of the milk industry under law is a new departure. This is the first time we have ever tried to outline to either producers or distributors just what they had to do and then enforce those demands. This control provides that the majority of producers and distributors get together and work out a marketing plan which, if satisfactory to officials of the Agricultural Adjustment Administration and to Secretary Wallace, is then put into effect.

The Agricultural Adjustment Act is an emergency measure and as such we had to move quickly in order to get the benefits of it. Your Executive Committee and Board of Directors lost no time. They immediately formulated an agreement the price schedule of which was put into effect voluntarily June first, less than three weeks after the act was signed. This allowed an additional \$.25 a hundred pounds for class I milk plus a saving in freight charges of 5 cents a hundred pounds on receiving station milk. However the Philadelphia agreement did not get the signature of Secretary Wallace until August 21st and the agreement went into effect officially on August 25th. During that time conditions had changed so that another price increase was justified and this time \$.33 a hundred pounds was added to the prices paid producers plus further freight adjustments, making a total of \$.58 increase on Class I milk and 5 to 9 cents saving on freight charges in less than three months' time.

The matter of production control which is one aim of the Agricultural Adjustment Act was not a worry to us. All we had to do was to keep the basic surplus plan in operation, a plan that has kept production under control in this market for thirteen years. You know how this plan works and that it makes it difficult for the in-and-out producer to get in and disrupt our market whenever prices are attractive to him.

Agreement Not Perfect

We do not hold up this agreement as perfect, in fact we insist it is far from perfect and are working, and working hard, for certain changes in it. But the agreement is working and every milk producer sending milk to Philadelphia is getting more money for his milk because of it. That includes not only your directors, officers and fellow members but almost every milk producer in the entire milk shed.

Had we waited until we had an agreement that approached perfection and that pleased everyone, we would probably be working on it yet, and more than likely you would still be waiting for your first price increase. Instead we went ahead and got an agreement that brought all of us producers a better price and we are now working on changes which, when accomplished, will bring you still larger returns for your milk.

Your Board of Directors and Executive Committee have worked hard on these changes and we are still working to put them into effect. One important change not yet accomplished is to require that every milk dealer be bonded. This is absolutely necessary in order to protect milk producers and insure that, regardless of what may happen to the dealer, the producer will be paid for his milk. Such protection is so important that we are urging Federal and state legis-

lation to that effect, such legislation to remain effective after the Agricultural Adjustment Act expires. One accomplishment which this agreement has made possible is to get for us the exact figures on sales by distributors. Now we know just how much milk is sold as bottled milk, either retail or wholesale, as bulk milk, as bottled and bulk cream, as skimmed milk, as chocolate milk and how much is manufactured. That makes it possible to figure exactly how much should be bought at Class I price and assures us that we will be paid on the right basis. It also tells us where all dealers are buying their milk and how much of their cream is bought in the territory and how much outside the territory.

A National Problem

The Agricultural Adjustment Administration is compelled by law to look at these problems from a national viewpoint. It must think of the one million or more farmers in the middle west who are producing billions of pounds of milk every year and who must sell that milk for manufacture into butter, cheese and evaporated milk. It must help them by raising prices and by controlling production. Their conditions and their problems are different from ours and plans for helping them have not been completed as yet.

Producing areas close to our cities have been set aside as fluid milk areas, of which Philadelphia is one. The Agricultural Adjustment Administration is helping producers and distributors in each

such area to work out a marketing agreement that will bring production to the efficient producers. It does not seem fair for us of us who have such a marketing agreement I want to also go into competition with those who are producing milk for manufacturing purposes and I believe the Federal officials are trying to prevent such competition. Such plan seems even more necessary in the face of the largest stocks of butter and cheese in the history of the country.

We want to say in connection with dairy production control no satisfactory method has been devised for keeping down the production in the butter, cheese and evaporated milk producing areas. It may be necessary to cows out of production, culling low producers or cows affected with tuberculosis or contagious abortion. If this is done a propering tax on dairy products may be the next step and I don't see how we as milk producers can escape the share of such a tax if it is put in effect. Another complication would come up in such a program would be the effect on the price of beef, if and when many such cows should be put on the market.

Many Benefits

Careful study of the marketing agreement and the Agricultural Adjustment Act will show our members. The consumption of other benefits to milk producers which are not apparent at the glance. If rigidly enforced consumers have used just as much milk will help overcome many difficulties as formerly in spite of higher prices which have beset agriculturists.

(Continued on next page)

SOURCE OF DAIRY PRODUCTS FOR PHILADELPHIA
Fiscal Year Ending October 31, 1933
Based on Data Published by U. S. Dept. of Agriculture

	MILK		CREAM		BUTTER	
	Amount Received (1000 lbs.)	Percent of Total Receipts	Amount Received (40 qt. cans)	Percent of Total Receipts	Amount Received (Gross lbs.)	Percent of Total Receipts
East of Pa.-Ohio Line	414,545	70.88	63,822	21.60	246,394	66.00
Pennsylvania	1,500	0.03	1,500	0.03	132,425	35.02
District of Columbia	76,163	13.02	31,748	12.90	30,023	8.02
Maryland	51,064	8.73	1,832	0.68	1,567	0.42
New Jersey					511	0.14
Maine					5,217	1.42
Massachusetts			3,627	1.34	6,643	1.80
Vermont			2,065	0.77	140,538	37.86
Delaware	41,739	7.13				
New York						
Sub-Total	583,511	99.76	106,244	39.44	609,320	164.00
Pa.-Ohio Line to Chicago					1,131,063	307.00
Ohio	29	.01	8,560	3.18	2,434,636	654.00
Indiana			40,586	17.29	364,295	99.00
Michigan			1,400	0.52	3,678,092	1,000.00
Illinois			2,586	0.95		
Sub-Total	29	.01	50,132	21.65	7,505,066	2,063.00
West of Chicago					3,318,640	910.00
Wisconsin	10	.01	85,843	31.87	6,168,489	1,700.00
Nebraska			5,925	2.20	53,914,454	14,700.00
Minnesota			4,109	1.52	1,537,013	420.00
South Dakota					2,445,972	670.00
Missouri					10,024,954	2,750.00
Iowa					1,151,863	315.00
North Dakota					227,611	62.00
Kansas						
Sub-Total	10	.01	95,877	35.59	79,168,996	21,600.00
Southeast and West					1,031,540	283.00
Virginia	616	0.11	5,410	2.01	23,703	6.50
West Virginia					768,373	210.00
Kentucky					1,275,409	347.00
Tennessee					398,307	109.00
Oklahoma					1,725	0.47
South Carolina					21,942	6.00
Georgia					331,144	91.00
Arkansas					965,543	266.00
Mississippi					23,828	6.50
Texas			200	0.07	700	0.19
North Carolina						
South Carolina						
Sub-Total	1,287	0.22	8,135	3.02	4,840,251	1,320.00
GRAND TOTAL	584,837	100.00	269,388	100.00	92,126,652	25,200.00

Our Seventeenth Year

(Continued from preceding page)

general and dairying in particular. We must look ahead and recognize these difficulties if we are to overcome them. This is a job in which we all must do our part. In summarizing our part in formulating the Philadelphia Milk Marketing Agreement I want to say first that it will benefit us to the extent that we producers cooperate in obeying the spirit of the agreement and the Agricultural Adjustment Act.

Second, we are agreed that the Philadelphia Milk Marketing Agreement is not perfect and does need certain changes. These changes are now being considered, some of which have been approved.

Third, we believe that many dealers who have found fault with the agreement have not sat down and studied it as shown by the very few constructive suggestions brought to us for its improvement. Also, those who do not understand it and realize its benefits have not expressed themselves loudly.

Fourth, we must control the production of milk, not only through the Philadelphia Milk Shed but throughout the entire United States, if we are to enjoy a satisfactory dairy marketing situation.

Milk Production

The figures for production in the Philadelphia Milk Shed indicate a marked decrease from last year as shown by reports of production for our members. The consumption of milk has held very steady during the past year. This means that the number of consumers have used just as much milk as formerly in spite of higher prices which have beset agriculturists.

Class I milk prices followed the trend of all commodity prices and dropped to \$1.98 per hundred lbs. of milk testing 3.5 percent butterfat, the lowest level in Inter-State history. This price was in effect from November 1st, 1932 to May 1st, 1933. Then came a 25-cent increase on June 1st followed by another 33-cent increase when the agreement went into effect on August 25th, each one accompanied by changes in freight charges favorable to producers.

Our "A" milk market has remained in relatively good condition and producers supplying it have benefited accordingly. Being a special market, it requires more attention by producers and corresponding attention from our fieldmen. The weighted average price, F. O. B. Philadelphia, of all milk sold through the Inter-State during the last fiscal year was \$2.09, exclusive of Grade "A" bonuses.

Lower Surplus Price

The surplus price for the first six months of our fiscal year, November to April, was considerably under the previous year but since May it has averaged close to last year's price. The surplus price for four percent milk is four times the average monthly price of 92-score butter at New York and the price of milk for cream is 20 cents a hundred pounds higher. To each of these prices one cent a hundred pounds is now added to take care of

the dealers' share of educational work done by the Dairy Council.

Butter has not followed a steady price course the last year. The price of 92-score butter at New York varied from a low of 16 3/4 cents on February 1st and again on March 3rd to a high of 26 cents the last of November, on December 17, and again on July 7 and 8. May, June and July saw a rise when prices usually break and August saw a break when prices usually recover. A large measure of these fluctuations was due to money conditions rather than actual dairy market conditions.

The price schedule was simplified in September so that it is now possible to get Class I price for all milk produced if production is held down to a certain percentage of each producer's established basic. In September that was 83 percent of each producer's established basic quantity and in October and November it was 85 percent. During the same three months the next 13 to 15 percent of each basic amount was paid for at cream price. These percentages are now determined for each month according to actual sales figures and they will vary as milk sales go up and down and as the total of all basics produced may vary. If the new basics which will be established for next year are either larger or smaller than the present basics they will also affect these percentages.

The Dairy Outlook for 1933-34

A few facts are in order on the national dairy situation. I shall now read you a quotation from a government report issued early this month on "The Dairy Outlook for 1933-34."

"Returns from dairying for several years have been relatively favorable as compared with returns from most other types of farming, and this has been true in previous periods of falling prices. During the next year or two, however, the comparative situation seems likely to be much less favorable to dairy producers. Evidences of weakness in the present dairy situation are: record stocks of dairy products, a

MILK PRICES—PER 100 LBS.—4% BUTTERFAT
F. O. B. PHILADELPHIA, PENNSYLVANIA
Fiscal Year Ending October 31st, 1933

MONTH	CLASS I		CLASS II		CLASS III		AVERAGE PRICE ALL MILK (a)
	BASIC PRICE	CREAM PRICE	BASIC PRICE	CREAM PRICE	BASIC PRICE	CREAM PRICE	
November	\$2.18	\$1.42	\$1.22	\$2.054			
December	2.18	1.49	1.29	1.977			
January	2.18	1.33	1.13	1.921			
February	2.18	1.26	1.06	1.964			
March	2.18	1.24	1.04	1.902			
April	2.18	1.32	1.12	1.938			
May	2.18	1.41	1.21	1.889			
June	2.17	1.39	1.19	2.137			
July	2.47	1.50	1.30	2.169			
August	2.47	1.35	1.15	2.176			
	2.80(c)						
September	2.80	1.44	1.24	2.523			
October	2.80	1.46	1.26	2.545			
Weighted Averages for the year (b)	\$2.356	\$1.382	\$1.182	\$2.090			

NOTE: Prices for milk testing 3.5% butterfat are 20 cents less per hundred pounds in each case.
(a) Weighted by quantities sold at Basic, Cream and surplus prices.
(b) Weighted by quantities sold each month.
(c) Price change effective August 25, 1933.

lowered rate of consumption, a high rate of production, record numbers of cows being milked, and low prices of meat-producing livestock that tend to make it relatively more profitable to use feed for dairy production than for meat production."

The Dairy Council

Successful merchants and manufacturers know that advertising pays if the product offered is of the right quality and correctly priced. The need for such an educational advertising campaign for milk was felt early in the history of this organization. Accordingly the Philadelphia Inter-State Dairy Council was organized in 1920 to carry on such work and it has successfully promoted and extended milk consumption since that time.

The Dairy Council board of directors has an equal representation of producers and distributors. In addition it has an advisory committee of 19 members representing educators, scientists, nutrition experts and doctors.

It was felt early in Dairy Council history that the quality of the milk it advertised must be of the very best if the full benefit of its promotional efforts was to be realized. Accordingly the quality control department was organized to guard that quality and to give assurance that the consumer would always get good milk. That some quality control is a protection to every producer who strives to send high quality milk to market. (A complete report of Dairy Council activities will be mailed free upon request.)

In conclusion I want to repeat that 1933 has started a definite turn for the better thruout the nation. Naturally we milk producers in the Philadelphia Milk Shed will benefit from these better times. Your association will see that we get our share. We must be patient however, and not try to reach complete recovery ahead of the parade. Team work and your continued cooperation and support of the Inter-State Milk Producers' Association is necessary if we are to do our part in keeping the Philadelphia Milk Market a good place to sell our milk.

Favors Beet Pulp for Cow's Summer Succulence

Every dairyman is aware of the drop in milk flow which so often occurs during the late summer as a result of deficient pastures. It is at this season when summer silage or some other succulent feed proves beneficial towards stimulating and maintaining a normal milk production, advises K. S. Morrow, associate extension service dairyman at the New Jersey Agricultural Experiment Station, Rutgers University. Beet pulp, where silage is not available, he advises, is a desirable feed to use for such purposes especially in feeding high producing animals.

The common method of feeding beet pulp has been to soak it with water for a period of 8 to 12 hours previous to feeding. Recent investigations by several authorities have proven that dried pulp, fed dry, is equal in its feeding value and benefits to the soaked material. Palatability, milk yield, fat percentage, and effect on animal were the same with both methods of feeding. Obviously, Mr. Morrow contends the feeding of the dried beet pulp results in considerable saving of time, labor, and equipment.

"It is doubtful whether beet pulp is to be recommended for any animals other than those in good production," Mr. Morrow says. "In actual nutrient content, dried beet pulp contains about 10 percent less protein and 15 percent less total nutrients than corn meal. The beet pulp, however, usually sells at a higher figure than corn."

"The dried material may be mixed with the regular herd mix, or fed separately at the time of feeding. Normal daily amounts range between 6 and 10 pounds to each animal."

"One precaution is necessary when beet pulp is fed dry. Plenty of water must be accessible to the cows. Dried pulp will absorb three to four times its weight in water and the material must either be soaked up before or after feeding. Hence the necessity of a readily available supply of fresh water."

The 1934 Dairy Industries Exposition will be held at Cleveland, Ohio, from October 15th to 20th. This is termed the largest industrial exposition in the country. The Dairy and Ice Cream Machinery and Supplies Association sponsors the show and forecasts that many new features will be included in the exhibits.

Uncle Ab says he does not believe that blessings can be brought by ballyhoo.



Home and Community

Elizabeth McG. Graham, Editor



A Message to the 1934 Graduate

You of the graduating class of 1934—and there are millions of you—go out into a world of confusion and paradox. You are leaving a world which probably comes nearer to being a civilization than anything else that exists in America. In the school you have purpose, you have order, you have worthy activities, you have cooperation, beauty, a love of truth, and a respect for each other and the finer things of life.

You are going out into a world filled with confusion and uncertainty. It will be easy to find things wrong with the world about you. The possibility of war is real and menacing. There is not enough work to go around. Too few people have too much of the wealth. Gigantic corporations have become more interested in dominating government for their selfish ends than in serving the people. There is too little careful and farsighted planning, and even the best plans that have been made so far would, if carried out, still leave a large margin of chronic unemployment.

If this picture seems dark and discouraging at first, remember that humanity is always at its best in the face of difficulty. All the great victories of American life have been won amid hardship and sacrifice and endurance almost beyond belief. The following extract from the diary of a pioneer who helped to open up the Oregon country is typical:

"November 18, 1847 . . . My husband is sick. It rains and snows. We start this morning around the falls with our wagon. We have five miles to go. I carry my baby and lead, or rather carry, another thru the snow, mud, and water almost to my knees. It is the worst road that a team could possibly travel. I went ahead with my children and I was afraid to look behind me for fear of seeing the wagons turn over into the mud and water with everything in them. . . . We started this morning at sunrise and did not get to camp until after dark, and there was not one dry thread on one of us—not even my babe. I had carried my babe and I was so fatigued I could hardly speak or step. When I got here, I found my husband lying in Welch's wagon, very sick. We had to stay up all night tonight for our wagons are left half way back. I have not told half we suffered. I am not adequate to the task."

The human organism is wonderful. It has resources almost beyond belief. Perhaps few of us at any time actually use more than a tenth of the power which we might develop.

Then, too, the picture is not all dark. There are all about us evidences of strength and resourcefulness and new purpose. The great energy and hopefulness with which the country is taking hold of our national problems reveal the vitality and flexibility of democracy. There is ground for faith in the patience and intelligence of the American people in the face of disaster.

Perhaps at this moment you are thinking, "But my immediate personal problem demands that I do more than merely analyze what is wrong with, or hopeful about, society. I want to know: What shall I do with myself now that my school days are over?"

First and foremost, do not expect too much, and do not lose confidence in yourself because you cannot get a job immediately or because you cannot begin where your parents left off or because you cannot keep pace with someone around you who is better situated.



An Early Pennsylvania School Still in Use

Second, as you cast about for a vocation into which you can fit, think more of the money you can make. There are too many salesmen trying to sell people things they neither want or need. There are far too many people in the parasitic industries trying to make a living regardless of the effect on other human beings. But there are not enough people in the creative services. All around us there are tasks that need to be done, services that might be performed if we had the creative imagination to see them, the intelligence to organize them, and the persuasive skill to arouse others to give their support to them. For example, it took generations of heroic missionary work to make people realize the improvement that could be made in human life thru the school. Today a million people serve as teachers.

The whole field of adult education is largely untouched. The surface has not been scratched in the field of recreation, which has come to be a major phase of education. Libraries are understaffed and underfinanced, reaching but a small fraction of the people who should desire and use their services. A nation that can spend 250 million dollars a year to finance the playing of bridge ought to be able to spend at least a similar amount to supply the library service by which its people could be informed and intelligent.

Third, if you cannot find or make a job that will pay you enough to live on in spite of your best efforts, do not be ashamed to fall back upon your family or upon the relief agencies of the community. There is much that one can do within the home to make his contribution to its beauty, happiness, and well being. You may be able to do volunteer service in the church, in the school, in the care of the parks, or in some office or occupation where you would learn worthwhile skills.

Fourth, form a few carefully selected friends among people who are older and wiser than you. Feel free to go to these older heads with their wider experience and their deeper understanding of life.

Fifth, map out some systematic line of study. If you cannot afford further schooling, you can at small cost continue the improvement of your mind. . . . Whether we shall go forward into a new order, a larger justice, and a higher happiness and excellence of life, must in the end depend upon ourselves—our intelligence, our skill, our initiative, our foresight, our self-discipline, and character. We shall have the kind of country in 1950 that we deserve to have. And the kind of country we shall have in 1950 depends on the kind of men and women which the youth of today are determined in their hearts to be.

Joy Elmer Morgan, in an Editorial in the "Journal of National Education."

Cooperatives in the Tennessee Valley

The Tennessee Valley Authority is engaged in one of the most far reaching social and economic experiments of the New Deal. In its activities, which range from the manufacture and distribution of electric power to the building of a small city, the T.V.A. finds that permanent benefits to the people of the Tennessee Valley require the development of cooperative organizations.

One of the principal activities of the T. V. A. is the distribution of electric power. Projects for rural electrification make it necessary to promote farmers cooperatives for the purpose of distributing electric current to their members. Through their cooperatives, farmers in the Tennessee Valley will be able to obtain electric light and power at rates lower than those paid by many city dwellers.

Another cooperative experiment will be carried on in the development of the town of Norris which is being built near the new Norris Dam. It is planned that the principal enterprises—the bakery, the laundry, the bank, the daily paper, etc. will be cooperatively owned. Norris will house the men employed in the construction of the dam and their families and later will provide homes for the employees retained to maintain the dam and to engage in the work of reforestation and soil erosion control.

Another project is the development throughout the Tennessee Valley of small industries which will offer part-time employment to farmers and others. Many, perhaps all of these, will be cooperatively owned. Among the industries proposed are: "A plant to grade and concentrate minerals which occur on farm lands, the principal items being manganese ore, barytes, and tripoli stone. A paint plant making pigments from minerals collected from farmers. . . . A number of rural cooperative abattoirs. A soap plant using fat obtained principally from the cooperative abattoirs.

Your Shopping Service

Louise E. Drotleff

Here's an adjustable holder with five "fingers" that every housekeeper will appreciate knowing about. Not only will the steel hooks grasp articles with handles such as brooms and mops, and hold them tightly, but it will also be something Dad can make use of for hanging his hammer, rake and other tools. We will gladly tell you where you can purchase this "Finger Grip" for 10c.

One of the secrets of a successful vacation trip is to "travel light" and to help you carry out this advice we would suggest that you buy metal coat hangers which fold up so compactly that they take next to no space at all in your traveling bag. At 10c a piece you can take several with you on your trip.

Notes—These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded by the Home and Health Department to the stores where they may be purchased.

From "The Cooperative Journal"

A number of farmers cooperatives are also planned. Manually came a murmur of "the amount these are at the stage of discussion work put through that day in the only, but it appears certain that the Grange," "almost too tired to come to the Grange," "of the heavy creameries, cheese, creaming stations, possibly a few plants for the harvesting of vegetables and fruits were fostered. These cooperatives were soon fanning. The men were located only where conditions were not cook big boiled and roast farm supplies will also be developed probably in conjunction with cooperative marketing operations. The cooperative purchasing organization. It is but a big rice pudding on the stove purpose of the Authority to develop such coordination of industry in agriculture in the Tennessee Valley dinner time. Johnson says he as will tend to bring the highlights the cool meal much better income to the farmers and when he comes in out of the hot in the area. The Authority has mind a system of decentralized industries which will make use of labor of farmers at times when they are not engaged in farm work give them the roasts and cooked which will offer a local market for certain farm products including ores that are to be found on the farms.

T.V.A. has made contacts enough from the cold meals to the Farm Credit Administration strengthen them for the heavy work; planning one's work to best advantage in hot weather; the fireless cooker, its advantages and disadvantages; all these subjects had a share. As live a discussion as any grange lecturer might covet for the regular hour. The Master's gavel fell. The sister who had thrown the bomb that could create such a live discussion was heard to say, "It makes me tired to hear women talk of having hot meals the men folk need and want them and demand them. I know differently, for every man in the neighborhood has eaten at our house, as has Johnson at theirs during rush times when we are helping each other out; it's their own wanting to stay in the rut of habit rather than use brains more than muscles and get out on a smoother track. Use of brain matter does not make one half so warm as use of muscle matter on hot days."



Once More the Thrush

How sweet a thing within an English grove To hear the mellow warble of a thrush. Content to sing inconsequential matters And leave the larks the theme of Heaven's Gate.

The thrush's song is of the daily measure Of near-at-hand and long-familiar joys: The velvet wallflower and its velvet fragrance The cooling shade beneath the garden wall The splash of water in the garden pool And everywhere and always with his sing He satisfies the heart of bird and man: He trills of cheerful courage in the morning And at the edge of night he sings of—

EMILY C. SOWER

Hot Weather Dinners

Hannah McK. Lyons, M. D.



It was Community Grange Night; the Hall was hot as Grange halls are in the habit of being on hot evenings; every one arrived with that wilted look, and

were soon fanning. The men were on the steps outside.

From the women there occasional came a murmur of "the amount of work put through that day in the heat," "almost too tired to come to the Grange," "of the heavy harvest meals to prepare."

Then, suddenly, a voice in true Grange admonition rose above the hum of children like puddings—rice, corn starch, brown sugar tapioca? I do

dinner on hot days; but serve from the garden the cooling vegetables. When getting breakfast ready I

cook and have it nice and cold such coordination of industry in agriculture in the Tennessee Valley dinner time. Johnson says he

finds the house nice and cool; and the men surely seem like uncooked things. Then on the cooler days when they give them the roasts and cooked hot things."

Then followed a discussion of food values; whether men got enough from the cold meals to strengthen them for the heavy work; planning one's work to best advantage in hot weather; the fireless

cooker, its advantages and disadvantages; all these subjects had a share. As live a discussion as any

grange lecturer might covet for the regular hour. The Master's gavel fell. The sister who had thrown the bomb that could create such a

live discussion was heard to say, "It makes me tired to hear women talk of having hot meals the men folk need and want them and demand them. I know differently,

for every man in the neighborhood has eaten at our house, as has Johnson at theirs during rush times when we are helping each other out; it's their own wanting to stay in

the rut of habit rather than use brains more than muscles and get out on a smoother track. Use of brain matter does not make one half so warm as use of muscle

matter on hot days."

The Master's gavel again sounded and every one went to work more alert for the word-combat that had taken place, and everyone happy, for they knew that the thrower of the bomb was a splen-

(Continued in next column)



A School Which Is Building Up the Community

"There's a heap more to education besides what you get out of books!," a southern highlander has been quoted as saying.

With the conviction that a school must be a part of the community in its education and its activities, nine years ago the John C. Campbell Folk School at Brasstown, was founded down in a little rural section of the North Carolina highlands. The common objective of the teachers, the students and the community is that of working together to make possible a satisfying life for people in the country.

"We want a school which will build up the country and not make just preachers and teachers," was the plea. Ninety-seven per cent of the population was land-owning, but the story so familiar in other sections was being repeated; the young people were one by one going out from the country-side for their education or for work. And country life offered little inducement for their return.

Five cooperative organizations have grown out of the interest and participation of the school in the community; the Mountain Valley Creamery has five hundred shipping members over a hundred mile area; the Farmers Association is conducting a going business in feed, eggs, rye, peas and dried apples;

the Savings and Loan Association, and Milk, Hatchery and Handcraft Associations are all contributing to the economic welfare of the membership, and bringing the meaning of cooperation into all of the walks of life.

"The educational side of the small local cooperative is, indeed, of primary importance and outweighs any immediate financial gain to be secured," Mrs. Campbell has written.



At the John C. Campbell School there's no barrier between school and community. The school term, only four months in length, is conducted in informal classes without examinations or credits. The students are mostly above eighteen years of age.

During the rest of the year, through clubs for men and women, through craft work encouraged for winter months in the homes, through

an exchange of hospitality and experiences, the school and the community are working hand and hand. The school buildings are the center for good times; for the singing of local folk songs all but forgotten, dramatizing of ballads, games and other forms of fun which are intermingled with hard work.

The gradual effect of this attitude of the school as being an actual part of the community is striking. The cooperatives are going steadily forward, with resulting improved economic conditions in the homes. Through the encouragement of the school there is growing up a real pride in being a countryman. The influence of the school has widened far beyond its own immediate community.

"I am continually surprised to find how similar all over the world are fundamental rural problems," the director of the school has said of the numerous visitors that have sought out remote little Brasstown, coming from not only many parts of North America, but from Ireland, Japan, Belgium, North and South India and Africa.

"I sing behind the plough," is a line from an old Danish song. It is the key-note of the school. Into it may be read the highest purpose for any rural school in any community.

Milk Aids Sound Sleep

In a recent experiment on the subject of sound sleep, reprinted by the National Dairy Council, the only factor which was found to definitely aid sound sleep was shown to be the drinking of hot milk at bed time!

The eating of a large amount of food at the evening meal resulted in restlessness. Baths, either warm or cold, seemed to show no effect in producing or interfering with sleep.

Beverages, other than milk, also showed no influence. If you lie awake nights from over-fatigue, or toss restlessly when you do finally get to sleep, try a glass of hot milk—with chocolate or other flavor if you desire—before going to bed.

If all the milk produced in this country were distributed as fluid milk or cream and divided equally among everyone, each person would get a little more than one quart a day.

"There's a heap more to education besides what you get out of books."

(Continued from preceding column)

did home-maker; a splendid house-keeper; was always ready and did give a neighbor a lift when sickness or need came; she loved them, the best neighborhood times were always at her home; Grange or Community affairs were never complete when she was not present. Yes, they loved her; if she did give them a jostle sometimes, they knew they needed it. They would plan differently for their harvest dinners, and immediately came the suggestion to try the following Cherry Custard.

Cherry Custard

Cook cherries until soft.

Put through colander and remove seeds.

Sweeten to taste.

Thicken with Cornstarch (some prefer flour) until the consistency of a soft corn starch pudding.

Chill and serve with whole milk.

Milk Prices and Consumer Demand

NO ONE has sent in the correct answer to the milk price puzzle chart published on page 6 of the May issue of the REVIEW. Here is the answer in full:

MONTH	SALES	PRICE CHANGE
October, 1932	15,632,432	10c
November, 1932	15,510,999	Decreased to 9c
December, 1932	15,236,451	9c
January, 1933	15,382,828	9c
February, 1933	15,683,581	9c
March, 1933	15,481,080	9c
April, 1933	15,570,773	9c
May, 1933	15,629,036	Increased to 10c
June, 1933	15,821,082	10c
July, 1933	15,373,615	10c
August, 1933	15,222,142	Increased to 11c
September, 1933	15,552,848	11c
October, 1933	15,690,870	11c
November, 1933	15,586,282	11c
December, 1933	14,940,972	11c

Notice especially that milk consumption dropped in November, 1932, in spite of a reduction in retail price from the previous month. Also notice that the highest consumption of any of the fifteen months occurred in June, 1933, which was affected by an increase in retail price on June 1st from 9 cents to 10 cents a quart. Again we find an increased consumption in September as compared to August following the increase in price to 11 cents a quart on August 25. As too little of August was affected by the price change the first full month after the change was taken.

We might assume from these results that the way to increase milk consumption is to increase the retail price of milk—but that would be a ridiculous assumption. We do assert, however, that other factors are far more important in influencing milk consumption than is a moderate price change when such change is within reason.

Let's look further into those figures of consumption. Note that December is a low month both years due to the tendency to use warm beverages as the weather gets colder and a shift toward "holiday" foods is experienced. As weather gets warmer the consumption increases due to a shift to milk as a table beverage and possibly an increased use of home frozen desserts made possible with the mechanical refrigerator.

July and August are vacation months which are characterized by the annual exodus to seashore and mountain resorts and rural sections, thus definitely reducing the number of consumers in the city during those months, transferring those sales to other markets.

Effect of Strike

Several hundred members of the association can explain the low milk sales of December, 1933. They learned its cause from the bitter experience of having their milk refused because of the milk drivers' strike during the last nine days of December. This strike caused a 1.9 percent reduction in sales as compared to December 1932.

These figures show that consumers do not resent any moderate increase in milk prices or we should have expected them to show it in decreased purchases. Should milk prices be increased two or three cents at one time we could expect a cut in sales, or if the price were at its upper economic limit, of say 13 to 15 cents a quart for "B" milk at the present time, and an attempt made to push it still higher we could then expect a response from consumers in the form of reduced purchases. Conversely, experience also shows that price reductions do not result in any appreciable increase in sales except when they

Bishop Made Member of Jersey Control Board

The appointment of John V. Bishop of Columbus, N. J., to the New Jersey Milk Control Board was announced early this month. He succeeds James E. Russel whose resignation is effective June 15. Mr. Bishop is well known to New Jersey milk producers, and has a record of service to the dairy industry of the state. Many REVIEW readers will recall that he was at one time a member of the Inter-State board of directors.

At a meeting of the New Jersey Milk Control Board on June 7, several hundred producers, distributors and consumer representatives were present. Market conditions were discussed and a general opinion prevailed that an increase in the price to producers is needed. No action to that effect has been taken as yet.

Frederick Shangle, Inter-State vice president, requested of the board that it request all dealers to

pay producers according to the higher of the two basics when figured according to the control board order, or according to the Inter-State plan. Such a choice would put those who have kept down production under the Inter-State plan on a more nearly equal basis with those who have exercised no production control.

It was also requested that the price of milk from that part of New Jersey which lies within the Philadelphia milk shed be set at a price as nearly as possible in line with prices in the rest of the milk shed. This price is now 10 to 15 cents a hundred pounds higher than in New Jersey.

Directors Met on May 16-17

THE regular bi-monthly meeting of the board of directors of the Inter-State Milk Producers' Association was held at the association offices on May 16 and 17. All directors were present at the May 16 session except Cook and Troutman and all were present at the May 17 session except Troutman.

Mr. Twining, as chairman of a special committee, reported on the arrangements which led up to setting the date for the postponed annual meeting of stockholders of your association. These efforts resulted in the signing of the stipulation by attorneys for the plaintiffs and for your association with approval by the court obtained on May 11 for the meeting to be held on June 4th.

Mr. Twining also reported for the committee on revising the by-laws. Considerable discussion followed, especially on the changes providing for the nomination of candidates for directorships and the provisions which would keep the membership and stockholdings confined to active milk producers.

Mr. Zollers reported on the request for transfer of stock in the association to several producers who have not signed membership contracts. As the stock certificates were accompanied by the necessary transfer forms with guaranteed signatures the transfers were made making those individuals stockholders but not members.

Mr. Allebach reported on market conditions, stating that the Federal milk marketing licenses are still in effect. He reported on the meeting at Harrisburg on May 4, covered on page 15 of the May REVIEW, stating that the milk control board has not yet announced the results of that election. The effort of one dealer to transfer his milk from "direct shipped" to a receiving station located at a greater distance from the market was discussed and Mr. Allebach reported that up to that time the producers who would have been affected were still getting the regular "direct shipped" price. Other irregularities in the market were brought to the board's attention by several of the directors, by special mention being made by several of the lateness of the April milk checks. This delay was believed to have resulted from revisions in calculating percentages and prices under control board order.

Mr. Collee, secretary of the Philadelphia Dairy Council reported that a survey of consumer

Misunderstood

"How could you be so heartless," cried Mrs. Robinson, as she glared at a slip of paper at her husband. "Now what's the matter?" asked that long-suffering man.

"Dr. Peters has just shown me the telegram you sent him when the mother was ill. Listen! You said 'Mother-in-law at death's door. Come and pull her through.'"

—"The Kablegram."

"Can anyone enter your house laying contest?"

"No—only hens."

Price Outlook Unchanged

Effect of Drought Not Yet Determined

THE major factor in today's dairy market situation is the effect of the drought on dairy production and its effect on prices of milk and dairy products. The drought area extends from western New York westward beyond the dairy belt of the central states. Only the eastern seaboard area and the mountain and Pacific coast states have escaped.

Production in Wisconsin on May 1 was reported as 10 percent under a year earlier and later reports state that the deficiency has increased to 25 percent. Parts of Minnesota have suffered even a worse reduction and similar conditions prevail throughout the dairy belt.

Not only are these areas now suffering from drastic reduction in production but there is danger of a feed shortage with high feed prices that may have a direct bearing on cost of production and on actual output over the entire country until the 1935 crop season rolls around.

We may look for a higher price for our lower classifications of milk (other than fluid milk) because of this probable reduced production. This is especially true where such prices are based on current butter quotations. It is doubtful, however, that there will be much incentive in this area to produce milk for these manufacturing uses for board went on record in favor of admitting the press. This action was taken so as to permit the new Fluid milk prices were increased from \$1.75 to \$2.00 per hundred pounds of 3.5 percent milk at Chicago and from \$1.85 to \$2.00 at St. Louis effective June 1, because of increased costs of production. Both these price changes were authorized under the A. A. A. agreements in force. A similar increase is expected in New York State, because of the drought situation there.

Whether the general dairy price level will increase enough to justify an increase in prices in this market can not be forecast at present.

May Buying and Selling Prices

From National Cooperative Milk Producers' Federation

MARKET	Prices f.o.b. City 3.5% Test			Butterfat Differential	Retail price "B" milk
	Class I	Class II	Class III		
*Philadelphia	\$2.56	\$1.70	B	4c	11c
*Pittsburgh	2.15	1.70	B	4	10
Baltimore	2.38	1.74	\$1.28	4.6	11
*N. Y. City (201 mile zone)	2.175	1.37x	1.35	4	12
Washington	2.67	1.51	—	7	13
*Buffalo	2.10	1.40	—	4	11
A Des Moines	1.60	1.04	—	3	9
A Omaha	1.60	1.17	.85	3	?
A Boston (181 mile zone)	2.21	1.06	—	3	11
A Chicago	1.75	1.25	B	4	?
A St. Louis	1.85	1.33	1.01	3	11
A St. Paul	1.60	pool	—	3	9
St. Joseph, Mo.	1.35	.88	.74	4	8
Wheeling	1.70	1.165x	—	3	10
A Detroit (f)	2.02	1.245	B	3	9
Milwaukee (f)	1.90	1.13	.88	3	11
Cincinnati (f)	1.74	1.015	—	3	11
A Kansas City (f)	1.75	1.205	1.034	4	10

*—Under State Control Board supervision; A—Under A. A. A. milk marketing licenses. (f)—April prices; x—Average of variations within class; B—to be determined according to butter.



From every standpoint—cost, quality, depreciation, dependability of performance and all-round usefulness—Dried Beet Pulp is a good investment today.

Its price today is within three dollars a ton of its record low for the last 27 years. Its quality can always be depended upon. It keeps indefinitely—can be stored for years, if necessary, without any lowering of feeding value. Does not turn sour, rancid or musty. It will keep sound and sweet, wholesome and palatable indefinitely. Rats, mice, moths and weevils will not touch it. Its dependability as a producer of milk and health under all conditions is common knowledge among feeders of dairy cows, beef cattle and sheep. And every day more such feeders are learning how numerous are its uses—how easily it fits into any ration—how much it improves the feeding efficiency of any ration—how universal is its adaptability as a regular or emergency feed.

HOW LONG WILL ITS LOW PRICE PREVAIL?

Here is real food for thought in these days of drought—of threatened crops—and of legislation designed to increase the market value of farm products. How long can the present low price of dried beet pulp be maintained? BUY NOW, FOR SUMMER FEEDING, OR FOR NEXT FALL AND WINTER.

The story of Dried Beet Pulp is intensely interesting. If you have not read it, why not ask your feed dealer about it today—or drop us a line and let us send you a copy of the booklet "Profitable Feeding for All Animals." You will enjoy reading it—and we believe it will point the way to higher profits for you.

Dried Beet Pulp Makes a Good Litter for Poultry

THE LARROWE MILLING COMPANY, Detroit, Michigan

chasing power and trouble within the industry all exert their influence, sometimes with unforeseen results.

March Prices Paid by Producers' Associations

City	Average Net Price	Basic Price
Philadelphia	\$2.334	\$2.56
Pittsburgh	1.66	1.90
Des Moines	1.23	1.60
New York City	1.35	2.175
Detroit	1.62	1.85
Milwaukee	1.51	1.85
Boston	1.68	2.26
Canton	1.48	2.00
St. Paul	1.30	1.60
Hartford	2.599	3.405
Seattle	1.40	1.645

(x)—Except New York quotations apply to 201-210 mile zone and Boston quotations to 181-200 mile zone.

Pageant with Fountain

Fountains, lights, music, drama will be included in the Arabian Nights pageant to be held at the Longwood Open Air Theatre, near Kennett Square, June 21 to 27, except Sunday. A cast of 250 will take part in the three episodes comprising the pageant. Each performance will start at 9 p. m. daylight time, the gardens of the estate being open to visitors previous to each performance. Lovers of flowers and of the drama will find this an event of unusual interest.

Moles, Mice, Skunks Aid War on Jap Beetle

Japanese beetle grubs are choice tidbits for several small animals, some of which are considered nuisances. Because of their habit of digging up and devouring these grubs, however, moles, mice shrews, and skunks play a useful part in man's struggle against an important insect pest of lawns, gardens, and orchards.

Wisconsin Prices

All milk marketed in Wisconsin brought an average price of \$1.05 per hundred pounds for the month of April as compared to \$1.10 in March and \$.87 in April 1933.

Milk used in cheese making brought producers \$1.00 per hundred pounds, that for butter brought \$.99, for condensaries \$1.12, and market milk brought \$1.34. The farm price of butterfat was \$.25 a pound.

Production per cow on May 1 was reported as 16.09 pounds per cow in Wisconsin as compared to the national average of 13.75 pounds. These figures showed, respectively, a 10 percent and a 5 percent reduction from a year earlier.

Drink Milk Everybody

The Secretary's Report

By I. Ralph Zollers

The following is the statement of our record of stock during the fiscal year ending October 31st, 1933.

Stock Record—1932

Shares	
Shares outstanding Oct. 31st, 1932.....	23526.9
Issued for cash.....	95.3
Redeemed.....	53.7
Adjustment charge to capital stock.....	41.3
Shares outstanding Oct. 31st, 1933.....	23527.2

During the year, 53.7 shares of stock have been bought in by the Association. Stock is only redeemed from those who are out of the dairy business.

The gross number of certificates issued as of the closing of the transfer books previous to this meeting is reported as 30,230.

PUTTING PUNCH INTO PRINTING

Having passed our training period days back in the 90's, we are now in the class with Champions.

We challenge you for your next order for printing of

BOOKLETS CATALOGS
STATIONERY FOLDERS
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HORACE F. TEMPLE, Inc.
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WEST CHESTER, PA.

MILK IS WORTH MORE WHEN PROPERLY COOLED

HURRI-KOOL QUICKLY BRINGS MILK DOWN TO WITHIN 5° OF WATER TEMP.



SIMPLE—EASY TO CLEAN—COOLS MILK RIGHT IN THE CAN

SATISFACTION GUARANTEED

Give Hurri-Kool, the simplest of all Milk Coolers, one trial and you will never be without it. Handiest, most satisfactory milk cooler ever developed. Low in price. Sold on money back basis. Send coupon below or post card for complete information. Agents can sell.

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Send me free folder describing the Hurri-Kool Milk Cooler

Name.....
Address.....

HURRI-KOOL MILK COOLER

263 4-H Club Girls Can 12,360 Quarts

Canning 12,360 quarts of fruits and vegetables last year 263 girls in 4-H clubs saved \$1704. Mrs. Harmony H. Stewart, girls' club leader for the Pennsylvania State College, reports. The girls were enrolled in 23 clubs in 15 counties.

Belle Boyd, of Forest County, canned 300 quarts. The required number was 20. Two sisters, Hazel and Rosie Bitner, of Cumberland County, canned the family supply of fruits and vegetables. In Potter County the Andrews Settlement Club did not have the required berries, so the girls organized a berry picking hike and gathered enough wild berries to fill their quota. At the Schuylkill County Fair the Friedensburg canning club staged an educational canning exhibit which created much favorable comment, Mrs. Stewart says.

Cool Milk Carefully

HOT days and nights, milk poorly cooled and rejected at the receiving station, profits gone. Such is not an unusual happening during June, July and August.

The surest way to prevent such trouble is to see that all milk is properly cooled. Evening milk should be cooled promptly and kept cool all night and the morning milk must not be mixed with it under any circumstances until it, in turn, has been thoroughly cooled. The morning milk should, of course, be cooled as soon as possible so as to deliver it in the best condition.

Cold water is the most common cooling material and the most common method of using it is to set the cans in a tank filled with the coldest water available. This water should extend up to the neck of the can, or at least to the level of the milk inside the can. Another cooling method is to run the milk over a surface cooler which has cold water circulating through it. A third method which is gaining prominence is to use coils of tubing which are lowered into the cans of milk and the cold water circulated through these coils. Such devices can be operated singly or in groups of two to four or more at one time. This method can be supplemented by placing the cans in a tank of cold water while the cooling coils are in action.

A common mistake in cooling with water is expecting a supply of water in a tank to take all the heat out of milk and the water remain cold while doing it. It stands to reason that if a tank contains about 40 gallons of water at 50 degrees and four 10-gallon cans of milk at 90 degrees are put into this tank of water the temperature of both water and milk will be about 70 degrees after an hour or two. But if a constantly fresh supply of cold water is run through the tank the milk can be cooled almost to the temperature of the water. Circulating the water in the tank speeds the cooling by keeping cold water in constant contact with the cans.

Ice added to the water or mechanical refrigeration will cool the water in the tank to a temperature

Set Ice Cream Rules

New ice cream standards have been adopted in Pennsylvania. They are designed to guard consumers against "puffy" ice cream due to too much air being worked into the product and called sive over-run in the ice cream. The new standards require a gallon of ice cream contain at least 1.8 pounds of total solids and that the gallon weigh pounds or more. This establishes the minimum weight of one quart as 19 ounces and one pint as 9 ounces.

The Association of Ice Cream Manufacturers of Pennsylvania and New Jersey approved these regulations before their final adoption.

In the United States, each person eats less than eighteen pounds of butter every year. In Canada, the average is twenty-seven pounds.

The Master then recognized the E. Fox who represented the proposition group as their lawyer. Mr. Fox made one statement which was generally agreed to and that was in voicing objection to a strike of producers. He then told of his social welfare work during thirty years of practice and that he accepted no pay for representation of these men or another organization of milk producers for whom he is counsel. He told of how he advised the Philadelphia Record to publish certain things about the local dairy situation and contented into his part in the Federal hearing of last September which was recognized as the horrible and cover. Most mechanical coolers are sold as a unit with a motor power or with a kerosene burner compressor.

The REVIEW will help you get acquainted with manufacturers of cooling equipment and tanks of type which may fit your special needs. Write either the manufacturers or the REVIEW for direct to us.

Maryland Farm Bureau Chooses New Secretary

Charles E. Wise, Jr., who served as specialist in agricultural engineering of the University of Maryland Extension Service the last three years, has been named secretary-treasurer of the Maryland Farm Bureau Federation. He succeeds Miles Fairbanks, who recently resigned to accept a position in the Federal Farm Credit Administration.

Mr. Wise is widely known throughout Maryland through his extension activities and as district supervisor in the campaign for adoption of the corn-hog campaign. In addition, he covered the state of Maryland for a number of years as an engineer for the Portland Cement Association. He is a graduate of the University of Minnesota.

Hard and Fast

Policeman: "As soon as you come around the bend I to myself, 'Forty-five at least.'"
Lady Driver: "How dare I! It's this hat that makes me look old."

Meeting Sets Records

(Continued from page 1)

He credited this to the work of your organization whose policies were backed by the slate of candidates nominated by Mr. Willits. Mr. Witherspoon, in endorsing the same candidates, brought out how government figures show a better class and a better weighted average price for milk in this market than any comparable market in the country and this with a lower average consumers' price. He gave full credit to your Association and Manufacturers of Pennsylvania and New Jersey approved these regulations before their final adoption.

The Master then recognized the E. Fox who represented the proposition group as their lawyer. Mr. Fox made one statement which was generally agreed to and that was in voicing objection to a strike of producers. He then told of his social welfare work during thirty years of practice and that he accepted no pay for representation of these men or another organization of milk producers for whom he is counsel. He told of how he advised the Philadelphia Record to publish certain things about the local dairy situation and contented into his part in the Federal hearing of last September which was recognized as the horrible and cover. Most mechanical coolers are sold as a unit with a motor power or with a kerosene burner compressor.

The REVIEW will help you get acquainted with manufacturers of cooling equipment and tanks of type which may fit your special needs. Write either the manufacturers or the REVIEW for direct to us.

Upholds Inter-State

Next came Francis R. Taylor, Inter-State lawyer who reviewed briefly the thin tissue on which many of the opposition charges against Inter-State were made. He said of the legislative work of this Association—of the reorganization of stock records which revealed errors that occurred perhaps fifteen years before, that can never be determined exactly and how the members themselves approved stock record and absolute justice brought out that every officer of the Association has an enviable record of achievement and an unblemished record of honesty and integrity. He said that he has never found a man anywhere who knows more about the marketing of milk than H. D. Allebach. He insisted that the men he endorsed, the "organization" slate, would dedicate themselves, as the present board has done, to the upbuilding of a better Inter-State.

Chester Gross, a director up for re-election then spoke for the "organization" slate, stating that a milk check will go relatively farther today than before the depression

because milk prices have been held by the Inter-State to a better level in this market than prices of other farm products. He called attention to the acts of an "opposition" candidate in stimulating strikes and in bringing in several car loads of cows. He asked that the members refuse to surrender their market to either untried or unscrupulous hands.

The final speaker before the voting was Wallace Williams, speaking for the "opposition" slate. He remarked that the issues had been discussed "over and over", continuing with a statement of his location and attitude. He referred to the Pennsylvania Control Board hearing in February and his part in it. He openly accused the Inter-State officials of backing up the big distributors but made mention of nothing specific. He advocated farmers going into the milk distribution business and he insisted on a one-man one-vote membership basis.

As it was well past noon and the crowd was becoming impatient, many leaving the hall, the meeting was recessed after this talk. Final instructions and casting of ballots were announced as the first order of business after lunch. The opinion was rather freely expressed that not a hundred votes were influenced by the talks.

Reports of Officers

With the collection of the ballots by the tellers, four appointed by the backers of each complete slate, the Master turned the meeting back to Mr. Shangle, announcing that his work was just starting. Upon motion by Mr. Willits a vote of thanks was extended Mr. Gain for his splendid manner of conducting the election.

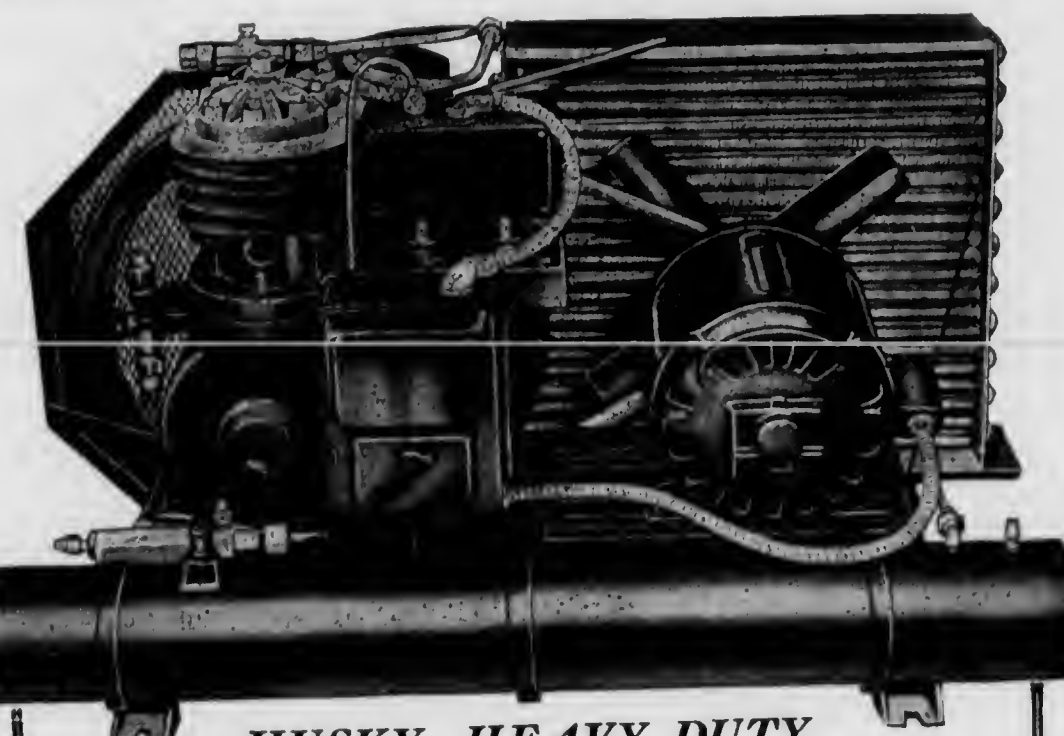
The appointments to the Resolutions Committee were announced by the chairman as Furman Gyger, Howard Fravel, E. Davis Walraven and Richard T. Cann, Jr. The Secretary's Report was then read by I. Ralph Zollers and approved (see page 12), followed by the Treasurer's Report which was given by Mr. Fleisher of McGee, Fleisher & Company, Certified Public Accountants (see page 16). F. M. Twining then gave the report of the Field and Test Department (see page 14).

A summarized report of the Philadelphia Inter-State Dairy Council was given by C. I. Collee, Secretary. Printed copies of this report are available. Additional remarks covered recent work in schools and a statement that malnutrition among school children is being held down to the 1929 level. Difficulties in inspection caused by conflicting regulations were also mentioned.

Dr. Weaver Talks

Next followed a brief talk by Frederick Shangle, Vice President and Acting President since the resignation of Mr. Allebach in January (see page 3).

Dr. F. P. Weaver, Agricultural Economist at Pennsylvania State College, gave a short address on "Economic Factors in the Present Dairy Situation." He discussed the



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FOR MILK COOLING AND STORAGE

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cycles in which the industry moves and brought out how a period of increasing cow numbers combined with the depression has made conditions especially severe. He described Federal and State efforts to help the industry as means of lessening the evil effects of this combination of circumstances. Pennsylvania, he said, would pay more than its share of any processing tax which might be imposed. A summary of his entire address will be printed in a forthcoming issue of the REVIEW.

This address was followed by a report of the Resolutions Committee, summarized on page 2. Following action on the resolutions a request was made by Mr. Cook that the tabled resolution calling for an informative vote on four points in the reorganization plan submitted by Hoagland Gates be brought up for a vote of the membership by ballot. This may be done according to the by-laws. Following considerable discussion this request was withdrawn on condition that a committee of seven be appointed, head by John A. McSparran, to study by-law revisions and report its recommendations to the Board of Directors. Such a committee was authorized and the following additional men were later named to the committee: H. W. Cook, Newark, Del.; J. W. Keith, Centerville, Md.; H. K. Martin, Goodville, Pa.; Kenzie Bagshaw, Hollidaysburg, Pa.; C. S. Whittaker, Alexandria, Pa.; and Chas. R. Hires, Salem, N. J.

Following this action the business session was adjourned.
(Continued on page 15)

Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of April, 1934:

No. Inspections Made.....	2345
Special Farm Visits.....	115
No. Sediment Tests.....	3494
No. Bacteria Tests.....	350
Days Can & Truck Inspection.....	6
No. Meetings.....	1
Attendance.....	20
Days Special Work.....	22
No. Miles Traveled.....	26,565

During the month 75 dairies were discontinued from selling for failure to comply with the regulations—52 dairies were re-instated before the month was up.

To date 285,610 farm inspections have been made.

Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of April, 1934:

	No.
Butterfat Tests Made.....	6717
Plants Investigated.....	31
Culls on Members.....	472
Quality Improvement Calls.....	1
Herd Samples Tested.....	343
Membership Solicitation Calls.....	1
New Members Signed.....	1
Cows Signed.....	10
Meetings Attended.....	9
Attending Meetings.....	1918
Transfers of Membership.....	2
Brom Thymol Tests.....	69

Giving Service To Members

Field and Test Department, 1933 Report—F. M. Twining, Director

IN our last report under plans of 1933, we stated that we proposed: First, to divide the field territories into smaller units to enable each Fieldman of the Department to work in closer contact with the members in his territory; Second, in cooperation with the Philadelphia Inter-State Dairy Council, to acquaint members with probable causes of quality troubles and methods of prevention; Third, to continue our investigational work on the study of greater accuracy in procuring milk samples and the perfection of devices to overcome some present-day difficulties; and Fourth, to cooperate with research and extension representatives, county agents, department of agriculture representatives and with members, on projects of benefit to the entire membership. We have carried out all those proposals and have had a decidedly busy and important year of Field Service Work.

**EARLY-CUT TIMOTHY
IS GOOD COW-HAY
IF FERTILIZED WITH
'AERO' CYANAMID**

'Arabian Nights'
Fifth Annual Kennett

**LEGION
PAGEANT**

Cast of 250; Readers, Orchestra
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FOUNTAINS

"Mastitis & Garget"

Make your own tests of samples of milk from your cows to determine the condition of the udder.

A COMPLETE TESTING KIT WITH
ENOUGH SOLUTION TO TEST
125 COWS FOR

\$1.50

Post paid

Enables you to find the faulty quarters that usually bring up your bacteria count.

The Special Products Co., Inc.
BEVERLY, NEW JERSEY

The smaller territories have brought the Fieldmen in close contact with members and their needs for service, particularly those pertaining to butter-fat tests and the prevention of returned milk.

The Check-Testing service has reached 116 cooperating milk plants during the year, a few have only been part-time cooperating but most of them during the entire fiscal year period covered by this report. We attempt to give at least eight regular investigations to each plant in a twelve month period. A high record of efficiency has been maintained by milk plant operators in our territory. Of the 91,881 total milk plant tests made only 431 test corrections were necessary, or one in every 213 tests.

Of a total of 912 milk plant investigations made, with perhaps 2500 outlet valves, only 38 leaky outlet valves were found during the year and only 17 sets of weigh scales were found to be slightly out of adjustment. Three test machines were found to be running below the proper rate of speed. Corrections were made in each case without difficulty.

Excellent Cooperation

Very satisfactory cooperation on the part of milk plant operators was received in the correction of discrepancies of any kind when called to their attention. On 11 occasions during the year discrepancies were reported to different state authorities. We have had splendid support, particularly by the Bureau of Foods and Chemistry of the Pennsylvania Department of Agriculture, and by the Department of Dairy Husbandry of New Jersey in enforcing Babcock Test Laws.

Our Herd Testing service has been in great demand throughout the year. The individual cows of 743 herds, totaling 8312 samples were tested and the weighted averages compared with milk plant tests were computed and reported to those members.

The "Prevention of Returned Milk" service was materially increased during the past year. Wherever full cooperation on the part of dealers was obtained, the amount of returned milk at both terminal markets and receiving stations was decidedly decreased.

At six of the largest plants, where the greatest amount of returned milk was reported, samples of all returned milk were brought to our laboratory during the summer months, examined under the microscope and members were notified by letter as to whether the kind of bacteria found showed indications of:—Inefficient Cooling.

Bacterial Contamination.

Udder Disturbances.

The amount of returned milk at those six plants alone was reduced by 364,199 lbs. during the months of May to September of 1933 as compared to the same months of 1932.

Letters on the probable causes of returned milk were sent to 3101 members during the past summer, with literature suggesting methods

of prevention. Calls numbering 1561 were made by Inter-State Fieldmen, on members who had returned milk.

Our work on the prevention of returned milk is in no way a duplication of the Quality Control Work that has been carried on by the Philadelphia Inter-State Dairy Council.

Weigh Tank Studies

In both our report for 1931 and that for 1932, we mentioned that in cooperation with college experiment stations and department of agriculture authorities, we were conducting experiments to increase the accuracy of securing milk samples, particularly those of milks cooled to extremely low temperatures without any form of agitation during the cooling process.

There has been a growing tendency for the past two or three years on the part of those who wished to produce milk of low bacterial count, to place warm milk immediately after it has been drawn from the cow, in ice water, without using a stirring rod or any form of agitation. Usually, electrically operated cooling cabinets have been used.

From a bacteriological standpoint, this method has proven most satisfactory, but from a standpoint of securing reliable butterfat samples, it presents a problem heretofore unknown to the dairy industry in that such milk does not readily remix in the weigh tank.

Our department, as far as we know, has been the first to discover the fact of the occurrence of such discrepancies and in cooperation with Professor D. H. Bailey of Pennsylvania State College and the Dairy Experts of the Pennsylvania Department of Agriculture, have done much experimental work during 1932 and 1933, and have succeeded in finding dependable methods of overcoming the difficulty.

The Board of Directors of the Inter-State Milk Producers' Association has been in constant touch with this work and they have, since the studies have been completed, requested the proper authorities in all the states in which we operate, to pass a ruling, making all milk buyers responsible in the matter of securing truly representative milk samples under all conditions.

Dr. James W. Kellogg, Chief of the Bureau of Foods and Chemistry, with the approval of Secretary of Agriculture McSparran of Pennsylvania took immediate action by a ruling of this kind. Similar action is expected from the other state authorities in the near future.

In order to acquaint the dairy industry, not only within our territory but in other territories as well, with this important matter, Professor Bailey at the Annual Meeting of the International Milk Dealers' Convention in 1932 at Detroit and in 1933 at Chicago, read papers on this work.

In his 1933 report he pointed out the fact that 35 patrons at one plant in our territory would have

suffered an average loss of approximately \$33.60 each or \$1.17 per month for the group haders and their friends. This gathering the Inter-State Milk Producers Association taken steps to present management. The officers, when called upon to rise, were given a vigorous applause. The most spontaneous, strongest and most sincere applause given anyone in this work in 1934.

Our Department continued our Sales Manager, H. D. Alleing the past year, as it has each, when called upon to rise at doing for several years, Leche banquet.

assistance to modified dairy Dr. Jacob G. Lipman, Dean of the School of Agriculture at Rutgers University and Director of the counties of Cumberland, New Jersey Agricultural Experiment Station, was toastmaster.

In cooperation with the Philadelphia Inter-State Dairy Council, the only speaker was Dr. T. B. Symons, Director of the University of the Bacteriological Department at the Pennsylvania and Delaware State Colleges, an exhaustive summary will be summarized in an early complete study was made of the Review.

The Tuesday Session
The Tuesday morning session opened with tours of milk and cream plants in the city, lasting about two hours. The meeting convened at the hotel at 10:30 with about 350 present.

Operation
During the period of the Philadelphia Milk Marketing Association much work was done by Field Department in helping get the provisions of the operation and in giving assistance to the Agricultural Adjustment Administration in gathering dence on code violations.

The men of the Department signed 97 new members during fiscal year and transferred members from inactive to active membership. They made a total of 8015 calls on members and attended a total of 302 meetings with persons.

Personnel

There were eleven men employed in the department during the year and ten men for the entire year.

help was employed on a few occasions when the regular force was not keep up with their schedules. The loyalty and devotion to the part of all members of the Department has been of the highest possible order. I feel that member of the Department is particularly well fitted for his particular territory and that man is conscientiously and honestly doing his utmost to protect the best interests of members at times.

Concrete construction with the Chicago fire better than other type. The reinforced concrete framework of the Live Exchange building is intact and will be used in rebuilding only minor repairs to that part of the structure. Plans to include the use of concrete will ever practicable.

The Farm Credit Administration announced May 28th that loans to finance project active can be obtained by organized groups of agricultural students such as 4-H clubs and Farmers of America chapters through a responsible adult.

Meeting Sets Records

(Continued from page 13)

Association. Mr. Sharpless' remarks will, with his permission, appear in full in the July issue of the REVIEW. Mr. Snively followed with a challenge to all parties to acquire more of that "conciliation" spirit. As there was nothing further brought before the meeting the chairman declared the meeting adjourned.

Up to the Members

Thus ended a historic meeting, a meeting looked upon by many as testing whether farmer cooperatives shall continue to function in this nation, especially those service cooperatives that depend for their existence upon a combination of good-will and of service which may not always be apparent to and readily measurable by a casual observer.

The decision was placed in the hands of the members, the results are not yet known. Whichever group wins it is our hope they will accept their responsibilities with humility and carry on, keeping Philadelphia one of the best milk markets in the nation for both producer and consumer. It is a task worthy of great men. Almost equal responsibility is that of the losers. Their help is needed to make this a unified market. They must help the winner find the common ground through give and take—which will assure unity of action and the best available market for everyone.

Higher Prices Needed

Although prices of basic commodities have advanced with the price of gold, says Professor F. A. Pearson of the department of agricultural economics at Cornell, they have not advanced far enough to enable business to restore normal employment, and to enable farmers and home owners to pay their debts and taxes. Remarkable progress has been made in re-establishing an equilibrium in the price structure. The only difficulty is that the process of rebuilding the price structure has no gone far enough.

Culling Cows Will Increase Dairy Profits

Whether a nation-wide program to reduce milk production is put into effect or not, many individual dairy farmers could reduce the total output of milk from their herds and at the same time profit by such reduction, says O. E. Reed, Chief of the Bureau of Dairy Industry, in his annual report to Secretary Wallace.

"It is possible," he says, "by lowering the cost of milk production and by increasing the efficiency of the individual cows in the herd to obtain greater profits, even with a reduced production. One of the speediest ways to do this is by culling the unprofitable cows."

"Studies year after year of the records of production, feed cost, and income in individual herds in dairy herd-improvement associations have indicated the wisdom

of keeping accurate records and of constantly culling on the basis of such records to improve the efficiency of the herd. These records furnish numerous examples of herds in which culling has resulted in greater net returns from the herd, even though culling reduced the size of the herd and the total quantity of milk produced."

The bureau estimates that eliminating the lowest producing 10 percent of all milk cows in the country would reduce total milk production by about 5 percent, and eliminating the lowest producing 20 percent would reduce production about 12 percent. But, says Mr. Reed, until a great many more dairy farmers keep records and cull the unprofitable cows from their herds, these cows and their potentially unprofitable offspring will continue to aggravate the troubles of the dairy industry.

Farmers who have signed a contract to reduce their production of basic commodities will receive A. A. A. farm record books.

The initial T.B. test of 14 new townships in Lancaster county has been completed for this spring. There is still room for more of this work and especially in some townships which already have done a lot of individual testing. Any townships that are signed up now will be tested in the near future, says F. S. Bucher, county agent.

Price Index Unchanged

The index of prices of farm products was 74 on May 15, compared with 74 on April 15, and with 62 on May 15 last year, according to the Bureau of Agricultural Economics.

The index of prices paid by farmers for articles bought was 121 on May 15, compared with 120 on April 15, and with 102 on May 15 last year. The ratio of prices paid to prices received was 61 on May 15, compared to 62 on April 15, and 61 a year ago.

Jack Shelton of Luling, Texas, was elected president of the American Jersey Cattle Club at its sixty-sixth annual meeting in New York City on June 6. The 1935 annual meeting of the club will be held in Tulsa, Oklahoma.

"What's wrong, Henry?" asked his wife.

"My razor," boomed the voice from within the bathroom. "It doesn't cut at all."

"Don't be silly. Your beard can't be tougher than the linoleum!"

First Boy (boasting): "My pa's got a wooden leg."

Second Boy: "Huh! dat ain't nothin'; my sister's got a cedar chest."

The aviation instructor, having delivered a lecture on parachute work, concluded:

"And if it doesn't open—well, gentlemen, that's what is known as 'jumping to a conclusion'."

**MORTON'S
• MILK •
COOLERS**

**BUILT TO MEET EVERY
SANITARY REGULATION**

Designed by Inter-State Members

Outside dimensions 52 by 36 inches and 33 inches high, covered with 16 and 18 gauge Armo Ingot Iron and insulated with 3 inches of W. P. cork board, 2 inches of cork board in cover, equipped with $\frac{3}{8}$ or $\frac{1}{2}$ H.P. compressor, water agitator, and Detroit Thermostatic Expansion Valve. Constructed on sound mechanical principles.

WILL COOL 30 GALLONS OF MILK DOWN TO 50 DEGREES IN ONE HOUR AND 10 MINUTES, 10 GALLONS IN FORTY MINUTES

AN EFFICIENT COOLER

A REAL VALUE

CAPACITY
Four Cans per Milking
Food Shelf 30 by 14 inches under back lid



Mr. W. W. Morton, April 28, 1934
Fort Loudon, Pa.

The milk cooler you make which you installed for me last September 1st has been satisfactory in every way. The agitated water is one of the best features in a milk cooling cabinet as it takes the heat from the milk more rapidly than unagitated water. In fact, I think it is one of the best cabinets on the market and I can fully recommend it to any of my fellow dairy farmers wishing the best milk cooler for the dollar. I am (signed) J. W. HOFFEDT, Mercersburg, Pa., R. 4.

Morton's Milk Coolers
Ft. Loudon, Penna.

Where can I see your milk cooler in operation? Please send more details.

Name.....

Address.....

The Treasurer's Report

THE REPORT of the treasurer, covering the financial situation of the association, was given by Maurice T. Fleisher of the firm of McGee, Fleisher and Co., Certified Public Accountants. This firm has been auditing the books of your association for the past several years and all records of transactions are scrutinized by them as to propriety, correctness and proper recording.

INTER-STATE MILK PRODUCERS' ASSOCIATION Statement of Assets and Liabilities—October 31, 1933

ASSETS		LIABILITIES	
Current Assets:		Current Liabilities:	
Cash:		None.	
On Hand.....	\$ 150.00	CAPITAL	
Checking Account.....	2,328.00	Capital Stock:	
Stock Fund.....	500.00	Common (Par Value \$2.50)	
Savings Fund Account.....	2,359.43	Authorized.....	40,000 shares \$100,000.00
	5,337.43	Unissued	
Advances—Travel.....	825.00	& Treasury 16,472.8 shares	41,182.00
	\$ 6,162.43		
Loan Receivable.....	\$ 900.00	Out-	
Accounts Receivable—Adv.....	610.72	standing 23,527.2 shares	58,818.00
Other.....	495.00		
	1,105.72	Surplus:	
Investments at Cost.....	66,901.26*	Balance, October 31, 1933	22,398.87
	75,069.41	Total Capital.....	\$81,216.87
Total Current Assets.....	75,069.41		
Fixed Assets:			
Furniture & Fixtures (General).....	15,984.43		
Less—Res. for Depreciation.....	10,487.72		
	5,496.71		
Furniture & Fixtures (Mech.).....	3,505.69		
Less—Res. for Depreciation.....	2,854.94		
	650.75		
Total Fixed Assets (Net).....	6,147.46		
Total Assets.....	\$81,216.87	Total Liabilities and Capital.....	\$81,216.87

*—Market Value \$57,094.20.

Statement of Income and Expense Fiscal Year Ended October 31, 1933

INCOME	
Dealers—Co-Operative.....	\$89,784.49
Non Co-Operative.....	41.84
	\$ 89,826.33
Milk Producers' Review:	
Advertising.....	1,894.95
Subscriptions.....	10,530.25
	12,425.20
Interest Received:	
Investments.....	2,815.42
Bank Balances.....	216.75
	3,032.17
Total Income.....	\$105,283.70
EXPENSE	
Sales.....	\$17,283.17
Membership.....	30,166.28
Testing.....	27,540.53
Milk Producers' Review.....	15,525.36
Directors and Executive Committee.....	11,632.47
Annual Meeting.....	4,097.68
Legal.....	473.67
Industry—Welfare.....	6,547.24
National Co-Operative Milk Producers' Federation.....	3,860.08
Statistical and Financial.....	5,836.45
Total Expense.....	122,962.93
NET INCOME.....	\$* 17,679.23

*—Deficit.

The question was asked from the floor as to the reason for the deficit from the year's operations. Mr. Fleisher explained this as follows, "The net loss charged to Surplus of \$17,500 is due to reduced income of approximately \$14,000, of which \$11,000 is reduced income from commissions, and increased expenses of approximately \$8,000." The report was adopted by vote of the meeting.

Better Guernsey Prices

Guernsey sales held in May show a decided price improvement as compared to similar sales held a year earlier, according to reports from the American Guernsey Cattle Club. The Coventry-Florham sale averaged \$378 for 66 head as compared with an average of \$271 for 55 head last year. The Chester County sale average increased from \$145 to \$263 and the Emmadine sale averaged \$370, an increase of \$47 over their 1933 sale. Other sales showed correspondingly good averages.

Five head out of the 364 animals in five sales brought \$1000 or

more, two of these being sold at the Chester County sale and two at the Emmadine sale. These results show a recovery and a renewed faith in the purebred industry, club officials believe.

By July 1, the New Jersey State Department of Agriculture expects every cow in the state to be tested and under its supervision for the eradication of tuberculosis, Secretary Duryce announces. The department has knowledge of only 800 cattle in the state that have not been tested, and these are scheduled to be tested as soon as possible.

Don't take the CHANCE

DO you know that under the law a single automobile accident may sweep away all you have—your life savings, your home, your farm, or your business? Under the new Pennsylvania Law no automobile owner can afford to run the risk of driving a car without adequate insurance. You may not only be liable for money damages which will take any savings or property you own, but you may lose your driver's license as well.

Save Money and still Be Safe 25% to 30% Savings—100% Protection

Our Standard Automobile Policy gives you proper protection at a saving of from 25 to 30 per cent below the manual used by other companies. Thousands are taking advantage of this saving. Our premium writings for 1933 showed a gain over 1932 of 77%. With assets of nearly a million dollars we offer economical, safe protection.

COMPENSATION

Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

Penna. Threshermen and Farmers Mutual Casualty Insurance Co.

325-333 S. 18th St., Harrisburg, Pa.

Mail this Coupon Today.

Pa. T. & F. Mutual Casualty Ins. Co., Harrisburg, Pa.

Gentlemen: I am interested in—

☐ COMPENSATION INSURANCE

Business.....Payroll.....

☐ AUTOMOBILE OR TRUCK INSURANCE

Make of Car.....Model.....

NAME.....

ADDRESS.....

—This inquiry does not obligate me in any way—

READ THE REVIEW

It Contains Authentic Information
About Your Milk Market

'SAVED ME \$34 IN ONE MONTH

says W. H. HAY

South Carolina, of his ES

You too can MAKE MORE MONEY just like Mr. Hayes does. Get an Esco Milk Cooler that pays for itself from the very start. Get Lower Bacteria Count... MAKE YOUR MILK MORE SAL-ABLE! ESCO (Low Cost) COOLING EQUIPMENT MAKES MONEY FOR YOU... because it quickly and economically cools milk to 50 degrees or below and keeps it cold until shipped. Thousands of successful dairymen are making bigger milk profits with their Esco Milk Cooler... You can do it too! Write today.

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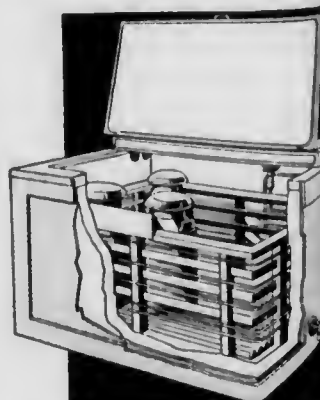
ESCO Cabinet Company
West Chester, Pa.

ESCO CABINET CO.
West Chester, Pa.

I am making.....cans of milk a day. Please send information on ESCO Milk Coolers, Utensil Sterilizers and Water Heaters. FREE Booklet "HOW TO GET BIGGER MILK PROFITS—THE ESCO WAY."

Name.....Address.....

P. O.....State.....



Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., July, 1934

No. 3

Vol. XV

Members Elect "Inter-State" Men

Vote Shows Strength of Association

BY A VOTE of about 6510 to 3365, practically 2 to 1, the members of the Inter-State Milk Producers' Association made it known that they approve the policies of the management of your association. The results of the vote were announced by Thomas F. Gain, Master appointed by the court, on Tuesday, June 26, just 22 days after the votes were cast at the postponed annual meeting.

The results were as expected. It was generally believed that the Allied Dairy Farmers Association had collected about 3500 proxies, most of them obtained before the originally scheduled date of the meeting. In addition, perhaps 500 proxies which supported the same slate were obtained and voted by other individuals. As the average share-holding of each member is about nine-tenths of one share this would account for practically the entire strength of the opposition.

The Inter-State strength was shown decisively and the contention that a gradual but positive swing toward the association has been taking place was borne out by results. Several hundred members had signed proxies for opposing sides which, we believe, also shows a change of attitude since last fall.

Objections Groundless

Several individuals lodged objections with the Master before the vote was announced. These objections took several forms. One was that the proxies signed by the members of certain locals were not turned over to the delegate elected by the local. Another unconfirmed objection was that reports of intimidations and threats of losing markets were used in getting proxies. Another was of proxy holders changing their minds after getting the proxies and this, too, was not sustained. These proxies were not obtained under definite instructions to be voted for the "reorganization" ticket as some witnesses contended. Objection was also made to proxies witnessed by association employees.

None of these objections was sustained by the Master. All proxies concerned under these protests were legal if correctly filled out and, therefore, were counted. The objections were given wide publicity even though not sustained nor even supported beyond generalities. All-in-all, the hearing did the association a lot of good through showing its substantial character as contrasted to the thin tissue of the opposition.

The Master's report to the court showed a total of 396 votes cast in person. In addition 12,669 proxies were presented of which 10,739 were finally counted. These proxies plus the individual votes total-

Master, and 748 proxies were not counted because replies were not received to the letter. This represented two proxies from each of 374 persons. Exactly 365 proxies were presented by non-members

scattering proxies which bore no signature, or which named no one to vote them, or which were delivered after date of election, or which were made out to joint proxy holders who voted opposite tickets. Seventy-two proxies were signed by Executors or Administrators of estates but were rejected because not accompanied by short certificates.

A few split tickets were voted as shown by the fact that no two candidates received the same number of votes. The vote as presented to the court by the Master was as follows:

For Three Year Terms

†John H. Bennetch	6506.9
†Fred W. Bleiler	6507.5
*E. M. Crowl	6510.0
†Chester Gross	6542.9
*Oliver Landis	6429.7
†A. R. Marvel	6503.0
†Ivo V. Otto	6510.2
†Frederick Shangle	6546.6
†R. I. Tussey	6507.9
C. C. Gingrich	3367.2
Bruno Bobiak	3344.2
Harry A. Rhodes	3370.2
Stewart Senft, Sr.	3326.5
Robert E. Atkinson	3378.3
Robt. F. Simpson	3370.3
W. A. Woods	3363.5
Henry Schmidt	3361.6
V. Ross Nicodemus	3358.4
Lewis Bentzley	130.8
Artemus Stover	32.3

For Two Year Term

†Philip Price	6509.5
H. B. Shenk	3381.4

For One Year Terms

*C. H. Joyce	6518.1
*John S. Reisler	6481.7
†M. L. Stitt	6495.0
Ellis Wills	3374.5
Hongland Gates	3380.1
T. R. Aufer	3398.3

*—New members on the Board.
†—Former members returned to Board.

The total number of votes for all of the 28 candidates was 128,406.6 of which 84,469 were voted for the 13 successful candidates. This was 64.78 percent of the total. The "reorganization" ticket received the vote of a total of 43,774.5 votes or 35.09 percent of all votes while the other two candidates received thirteen-hundredths of one percent of the total vote, or 163.1 votes.

The vote shows an unusual representation of the total membership for an organization of the size of Inter-State with stock holdings in the hands of nearly 30,000

(Continued on page 7)

A Message From Your President

THE DIRECTORS of your association have placed a great trust in me and a great responsibility upon my shoulders. I give you my word that I shall do everything in my power to fulfill the obligations of my office and to justify that trust.

As chief executive officer of your association, I am asking for the sincere and united support of every member, regardless of opinions entertained in recent controversies. In return I extend my assurance that the views and opinions of everyone will be given a sincere reception by me. The problems of all our members are very similar and require essentially the same solutions. By working together I firmly believe we will find the right answer.

Policies and plans of the association will be kept in line with the needs of the market. As conditions change or as the need for changes of policy are brought to my attention, by members, directors, or employees, the situation will be studied thoroughly by myself and others. Then, if found beneficial to the membership as a whole, every effort will be made to put those changes into effect.

This is a service organization and we shall continue to render to all members the most effective service possible. It is also a cooperative association and with your continued cooperation and support we can make the Inter-State Milk Producers' Association a greater organization than ever before. It is our duty to continue its good work, keeping the Philadelphia market one of the very best in the country for the producer selling milk and one of the best for the consumer buying milk. This requires continued teamwork of a high order. I am sure it will be forthcoming from our fellow members.



B. H. WELTY

Newly elected president of the Inter-State Milk Producers' Association. He is also president of the Franklin County Guernsey Association, a member of the Grange, the Rotary Club, and is active in other agricultural work.

ed approximately 9,891 share of stock.

Doubtless many members will be interested in the reasons for rejecting various proxies. Two proxies were presented by each of 220 persons who later revoked one by answering the letter sent by the

and, of course, were declared void. Another 132 were voided because the member who signed the proxy voted in person. In addition 342 members signed two proxies which were both voted for the same ticket and only one of those could be counted. In addition there were

A DIRECT CHALLENGE

We Must Work Toward Unity

By E. B. SHARPLESS

at Tuesday, June 5th, Session of Inter-State Annual Meeting

I DO NOT RISE to discuss these addresses. I did not intend to come into the meeting today but, in the early hours of this morning I reviewed the fine meeting we had yesterday, and it seemed to me that someone in my situation should make an effort to respond to it.

I can only speak in a very humble way, not with the fine oratory of yesterday and it may be with effort I get across what I want to convey. I belong to a group or denomination who should only speak when they have a concern—the Society of Friends. Now, I did not come to preach to you. I feel that our officers in the past year, and it was apparent yesterday, have given evidence of a fine piece of work. I know we were all captivated by the "Master", and the way he conducted the election yesterday. I think we all felt confident that whatever was done would be the right thing.

I want to say that my name has been identified with the dairy industry for a century or more. I feel the name of Sharpless has been lifted high in the dairy industry, and I hope that anything I can do will help to elevate the industry, and any little thing I can do will be willingly done.

I feel that there are some things that have come out lately that are a very direct challenge to us of the Inter-State. When members of our organization elect officers, and they go forward to do their duties and are subjected to some of the things they have been subjected to in the past year, I feel personally it is a direct slap at me, and I think most of us do. We cannot have those men go forward into public work and be subjected to slanderous statements and experiences that I feel and I know you feel are personally unjust.

I don't know how to correct it, but I want personally to go on record as one who at least shows sympathy with the situation. That is the least we can do. In the past year we have been subjected to a great deal of hammering. But, I suppose, just as iron and steel is no good until it is hammered, neither are we. But may we be stronger and better for it. May we show a willingness to clean out the weak places and the brush, and go forward to a stronger organization.

I feel as I do because of what our president and secretary and our treasurer have been subjected to especially. It behooves each one of us to go out of our way to correct these conditions. I challenge each one of you, that if you will make an unbiased study of them, you will come to the same conclusion I have, viz; that in the majority of cases the criticisms have been unjustifiable, and there have been not many cases where it has been justified. I don't want to bring that up, but I feel it behooves some of us to hold ourselves personally

responsible for correcting these conditions.

There was a reference made here yesterday to one of the milk firms. I happen to have had dealings with that firm for some seventeen or eighteen years and I think I can truthfully say we have always received our money when it was due, and found it a satisfactory market. That particular concern is a cooperative concern, if you please, and when the strike was on this last year they went through with flying colors.

Now I say this in their defense, that these things will embarrass and hurt you if they are not corrected.

I would like to say a word about

are making for life and growth. We may be called selfish in our methods—if you call it selfish to urge more people to buy our products. It is the sensible thing to do. We don't have to go home to dry, burnt up farms, like our unfortunate fellows in the western areas.

We can go home to fine, fertile, producing farms, with our markets at our door, and if we cannot respond 100% to the cooperative spirit in the community, I feel we have missed an opportunity. Our farms may be covered with mortgages as well as with crops but we can work that mortgage off. But we cannot control the weather that brings the green crops. I want to congratulate us on the



Officers of the Inter-State Milk Producers Association
(Left to right, seated) B. H. Welty, President; A. R. Marvel, Vice President
(Standing) F. M. Twining, Treasurer; F. P. (Daddy) Willits, Assistant Treasurer;
H. D. Allebach, Sales Manager; I. Ralph Zollers, Executive Secretary

the press. As humble farm tillers of the soil, we feel sometimes that we don't get a fair deal from the press. Because when we go home and read in the paper the things that have been said and done at the meetings, we cannot recognize the things that have been said at the meetings by what we read in the papers. Now for our sakes, we appeal to you, gentlemen of the press, to do everything you can to give us a fair deal.

I would like to say this about Mr. Fox. He told me yesterday he had the interests of the Inter-State at heart. I don't know how our election is coming out, but I feel that with the powers of Mr. Fox, if he will turn his efforts, as he says he intends to do, to uplifting our organization, it would be a good thing for all. He says he has no financial interest, therefore he has everything to gain and nothing to lose by doing so.

Fellow producers, I feel that we are engaged in the most honorable business there is in this world. We don't have to grab business from somebody else. If we go home and produce safe, sanitary food and milk for invalids and growing children, what are we doing? We

in. No one has to work in the st hay mow.

"An added advantage in chopping is the increased storage capacity. Chopped hay takes approximately 240 cubic feet per ton while long hay takes between 400 and 500. You can get almost twice as much chopped hay into your storage as you can long hay. Chopped hay is relished by animals and they not waste the coarser portions with long hay. By raking chopped hay off the side of the field the early and late cuttings are mixed so that the feed is of uniform quality throughout the feeding period. This is important in avoiding production slumps due to abrupt changes in hay quality."

Many of the same advantages are also suggested by J. B. Dickey of Pennsylvania State College. Professor Dickey states that the labor cost of storing hay in this manner is reduced but total cost is about the same. He also gives the warning that the hay must be as thoroughly cured when stored this way as if stored in the regular manner.

One of the dangerous ideas is by some about cut hay is that it can be put into the mow in green condition than long hay and it comes out in good shape because packs so tightly that air cannot enter to cause spoilage. We spontaneous combustion may be so likely to break out in a case of cut hay and cause a destructive fire, several cases are on record where fires in cut hay were prevented only by prompt action. One barn has the paint badly battered on the siding of the mow where cut hay was stored. These safe rule, Professor Dickey says is to have the hay dry enough to be perfectly safe for storage either or long.

In blowing the hay into the mow it is recommended by Professor Dickey that no one enter the mow until the hay is settled, but that the hay be kept level by changing the direction of the blower spout every few loads.

Many Farm Homes Have Electricity

"Almost one-third of the farm homes in Pennsylvania now have electricity and many of the advantages it brings, according to the State Department of Agriculture."

The total number of farms electrified increased from 23,354 in 1924 to 55,630 on January 1, 1934. This movement has been greatly aided by close cooperation of State agencies, utility companies, and farm property owners. A joint committee on rural electrification has been functioning in the State for the past eight years.

Delaware county leads in proportion of farms having electricity with about 80 percent, followed by Montgomery and Philadelphia counties. Bucks, Chester, Agleny, Lehigh, Erie and Lancaster counties each have about one-third their farms equipped with electricity.

Ask Yourself Again

"How successful would our association be if every member worked like me?"

"Getting Down to Fundamentals"

By WILLIAM V. DENNIS

Professor of Rural Sociology, Pennsylvania State College, at the Annual Meeting

AFTER I HAD been sitting for hours in your long meeting yesterday, I began to think of the session this morning, and there kept occurring to my mind four lines from Rudyard Kipling's "Recessional."

"The tumult and the shouting dies;
The Captains and the Kings depart;
Still stands thine ancient sacrifice—
An humble and a contrite heart."
—Kipling.

If I were worthy to preach a sermon, I should take these lines for my text.

You hardly need to be reminded that we are in the midst of very difficult times. I should not refer to it, perhaps, if it were not that it has a very definite bearing upon problems that are of immediate and pressing concern to you. The truth is that the present hour, and how to face it, is our first and most vital problem. Friends, I ask you, very earnestly, can we face the facts?

I shall omit the dark and sombre details of the twilight that has settled over Western civilization. Prophets of doom are numerous and persistent. Without knowing why, we realize that things are different now. By the impact of a multitude of changes we have been torn loose from the old standards and ideals. But in spite of all the hideous evidence of world wide disorganization, in spite of the apparent hopelessness gripping the souls of men, I insist that we do not have to go down to defeat. There is a way out.

The way out into a better tomorrow lies along the path of united action. Whatever tomorrow may be, if it is to be a period worth living in, it must be motivated by a spirit of mutual good will and mutual aid.

Secure United Action

United action may be secured in at least two ways; by compulsion from without, and by inner compulsions arising within the individual from factors based on understanding and sympathy. The first way is that of dictatorship.

Some form of control for the general welfare seems absolutely inevitable. I am convinced that the magnitude of our activities and our problems, the baffling complexity of modern civilization, the unavoidable interdependence of social groups, of states and even of nations, require a planned control. The other alternative is disintegration, chaos, and the collapse of Western civilization. The prospect must be faced. Our choice must be made.

By all odds the freest and happiest road is that of co-operative endeavor motivated from within and guided by principles that lead to stability and satisfaction. Co-operative endeavor has three important aspects: The first of these is machinery (organization); the second deals with the principles of co-operation; and the third is the co-operating spirit, which is the real dynamic of true co-operation.

Most co-operative effort in the United States has been devoted to and is still being exerted in behalf of the machinery of co-operation. We have been primarily concerned with the problems incident to organization, maintenance and activity. In recent years the more successful co-operative associations among farmers have made good use of the principles of co-operation as applied to business management and administration. But the third, and vital factor from the standpoint of the long view, has been considered very little and sometimes not at all. To one acquainted

with the history of American agriculture this emphasis on machinery and this ignoring of the dynamic factor of co-operation is at least understandable. Farming with us has been, and still is, a highly competitive industry. Salvation according to our practices is to be won by financial success; we have ceased to stress salvation by character.

In this competitive struggle the lone farmer discovered that he was becoming increasingly helpless. Organized forces in transportation, industry, commerce and banking were more than he could cope with

alone. As a last resort, very often with extreme reluctance and mental reservations, farmers organized co-operative associations. That is, they set up the machinery of such organizations. As Dr. James Mickle Williams has so aptly said, farmers have come aboard a co-operative as if it were a train, and they are expecting it to carry them to the destination, greater profits, without any effort on their part. They chafe at delays along the way, and in their impatience and ignorance they charge engineers and conductors with incompetence and dishonesty. Farmers are still unprepared to undertake successfully this venture in what is for them a radically new method of thinking and acting. Emphasis must be shifted from mere personal achievement to action for the greatest good to the greatest number.

We must now think in terms of men, of families, of human needs. In organizing co-operatives we have computed strength in terms of bushels of apples, baskets of mushrooms, cases of eggs, or in number of cows. In milk cooperatives, leaders have focused attention almost exclusively upon market control, production control, quality control, in terms of machinery, of rules, of regulations, and of standards. Vital considerations, every one of them! but back of all these, inextricably tied up with every one, are men, women, children; are human desires, needs, problems; human attitudes—the very forces that ultimately make or break every social organization of mankind. Our constitutions and bylaws say very little indeed about any of them. The administration of our co-operative associations appears to deal with these human factors but slightly, and at a distance. But it is men who make these associations. And in the final analysis it is what these men think, what they feel, and what they do that determines the collapse or the victorious advancement of every co-operative endeavor.

Essential as they are, there is no real binding power in rules and regulations. Cash returns will never serve to cement into an organic whole the human units of a co-operative association. The cords that unite men are not woven of material strands. The vitalizing, dynamic factor in co-operation is the co-operating spirit. What this is I can make clear by a brief analysis.

A Four Square Spirit

This co-operating spirit which serves as a dynamic to drive, move and bind men is four square. It has four characteristics that I call the four C's of co-operation. The first of these is Comradeship. Co-operation is not an individual matter. We need the other fellows to carry it on, and they need us. It is a shoulder to shoulder affair. But it grows slowly, and without support it can never go far. The Inter-State Milk Producers' Association

(Continued on page 11)

Your New Officers

Most readers of the REVIEW will be greatly interested right now in the list of new directors and the officers elected by them to carry out the work of the association. The names of all officers, directors, and members of the executive committee are listed here for your information. We suggest that you clip this out and save it for future reference. Better still, keep this entire issue. It contains some of the high points of the addresses at the annual meeting.

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Executive Secretary
F. M. Twining, Treasurer
Frank P. Willits, Assistant Treasurer
H. D. Allebach, Sales Manager

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B. H. Welty, Waynesboro, Franklin Co., Pa.
F. P. Willits, Ward, Delaware Co., Pa.

*Elected June 4, 1934—first service on board
†Elected June 4, 1934—returned to board

EXECUTIVE COMMITTEE

B. H. Welty, Chairman
E. H. Donovan
J. W. Keith
A. R. Marvel
Wm. Mendenhall
Ivo V. Otto
Frederick Shangle
R. I. Tussey
Frank P. Willits

Home and Community

Elizabeth McG. Graham, Editor

Patriotism

*He serves his country best
Who lives pure life and doeth righteous
deed,
And walks straight paths however others
stray,
And leaves his sons, as uttermost bequest,
A stainless record which all men may
read;
This is the better way.*

*No drop but serves the slowly lift-
ing tide;
No dew but has an errand to some flower;
No smallest star but sheds some helpful
ray,
And man by man, each helping all the
rest,
Make the firm bulwark of the country's
power;
There is no better way.*

—SUSAN COOLIDGE

Cooperative Buying

Cooperative purchasing among farmers began in the 1860's or earlier and was important among early Grange activities. Sporadic growth was followed by extensive failures. Records indicate that in 1913 there were only 111 purchasing cooperatives, with a total business of about \$6,000,000 per year. By 1915 the number of associations had increased to 275 and the volume of annual business had doubled. By 1921 there were 898 associations doing a business valued at over \$57,000,000 per year. Since then there has been steady growth in the number of associations and 1,648 associations were reported in 1932-33, doing a business of \$140,000,000. The estimated membership has expanded from about one-quarter million persons in 1925 to over half a million. A recent development is the organization of gasoline and oil associations among farmers.

—Cooperative Journal

Reviewing a Famous Report

Twenty-five years ago Theodore Roosevelt appointed a Commission on Country Life to study and report to the nation the underlying problems of our country life. It marked the first time that official recognition had been given by the government to the distinctive needs of its rural people. Liberty Hyde Bailey headed the Commission. The father of Secretary Henry Wallace was a member. The Commission returned a report which reads today as though it had been written yesterday, although many of the needs pointed out in that report have gone far towards being met through increased educational facilities, agricultural extension, and the growth of the cooperative movement. But on the twenty-fifth anniversary of this report, it still stands as a guide post to keep the road ahead clearly defined. Highlights of the report are quoted below:

The Underlying Problem of Country Life

The mere enumeration of the various deficiencies and remedies indicates that the problem of country life is one of reconstruction, and that temporary measures and defense work alone will not solve it. The underlying problem is to develop and maintain on our farms a civilization in full harmony with the best American ideals. To build up and retain this civilization means, first of all, that the business of agriculture must be made to yield a reasonable return to those who follow it intelligently; and life on the farm must be made permanently satisfying to intelligent, progressive people. The work before us, therefore, is nothing more or less than the gradual rebuilding of a new agriculture and new rural life. We regard it as absolutely essential that this great general work should be understood by all the people. Separate difficulties, important as they are, must be studied and worked out in the light of the greater fundamental problem. All the people should recognize what those fundamental forces and agencies are.

Knowledge.—To improve any situation, the underlying facts must

be understood. The farmer must have exact knowledge of his business and of the particular condition under which he works.

Education.—There must be not only a fuller scheme of public education, but a new kind of education adapted to the real needs of the farming people. The country schools are to be so redirected that they shall educate their pupils in terms of the daily life.

Organization.—There must be a vast enlargement of voluntary organized effort among farmers themselves. It is indispensable that farmers shall work together for their common interests and for the national welfare. If they do not do this, no governmental activity, no legislation, not even better schools, will greatly avail. Much has been done. But the farmers are nevertheless relatively unorganized. We have only begun to develop cooperation in America.

Spiritual Forces.—We miss the heart of the problem if we neglect to foster personal character and neighborhood righteousness. The church has great power of leadership. The whole people should

(Continued on opposite page col. 2)

"Ride a Hobby"

(Excerpts with additions taken from "Recreation")



There are many people who have no hobby and who frankly confess they do not want one. There are others who seem to lack the hobby that lies back of the necessary effort to start a hobby. They say, "I am not a hobbyist." "If I had more time"—or "Some day I am going to"—then they go back to a tiresome round of personal conversation and machine-made recreation or the round of daily work. But an amazing number of people do have hobbies, and are finding life richer.

But more often people do not take up hobbies, but are themselves taken up by hobbies. To illustrate this a girl writes, "I have an uncle who is a doctor, and it is a quaint conceit of his to remark laughing 'I am not a doctor, I am a farmer.' Surely a doctor's life is one spent in a harness of utmost rigor and compulsion and yet my uncle has found the pressure unbearable, and has felt no need for release. Why must he have a garden wherever he is? For the pure delight of the growing things. Every one of father's family must grow something, and when they get together it is like a meeting of the Horticultural Society in full swing. I believe when we were babies, and they came to see my father and mother, they did not ask first, 'How are the children?' but 'How are the dahlias doing?'"

There is a saying that "Hobby horses cost more than drab steed," but one of the best features of a hobby is that it may be expensive, but may cost nothing. There are four definite types of hobbies—drab, expensive, learning things, creating things, and acquiring things. Frequently there is a general overlapping.

Four Types of Hobbies

The first deals largely with the world of sport and game—fishing, hiking, swimming, camping, and the like. Not only active, intensive participation in these activities is demanded if they are hobbies, but also an intelligent study of the history, technique, and leaders of each sport.

The second type of hobby—learning things—falls distinctly in the educational realm. A study of a language, local or national history, your "family tree," the botany of native plants—these are intellectual hobbies. The art of conversation is receiving some serious consideration these days. In many groups, talk seldom soars above the boundaries of stocks, sport, bridge, women, clothes. One girl said, "I'd hate to have a husband who would always turn first to the sporting page." An unemployed man whose hobby is the study of ancient languages says, "Despite our hurts, we still have the dignity of the mental world."

The third type of hobby, creating things, is perhaps the most satisfying, for it brings an opportunity to appease that vague inner craving to do something inimitably one's own—to be able to say, "I made this."

All the fine arts come under this heading—modeling, wood carving, sculpturing, painting, spinning, weaving, knitting. Classes in appreciation of art now are crowded. Art museums everywhere these days are making every effort to assist toward increased enjoyment of art through enlarged understanding. "Today I learned something," a young woman confessed. "I had always thought that an artist tries to reproduce an exact scene. It seems that is not so. He tries to reproduce a sunset by expressing the mood induced in him by the sunset, melancholy, joyous, exultant or any of another dozen responses."

"I record none but the sunny hour."

Canning Budget

HANNAH MCK. LYONS, M.D.



First things first. We cannot reckon with a canning budget until first the garden has produced. The New Deal reached gardens, too, some time ago. When we learned their real money value there was no longer just a little plot of ground cared for by other and the girls, but the planned for re-cultivation, and now father sees to that as soon as the ground is warm the ds go in with results such as cited by R. C. H. Nissley, when he says "An all-around garden, 50 by 100 feet, properly planned and cared for will grow an ample supply of vegetables for a family of five throughout the year at a cost of \$10 to \$4, this covering fertilizer, seeds and tools. While the value of the products is estimated at from \$50 to \$60. If you need a larger garden about one-half acre it will mean more than just 'being filled.'"

Today, when we are hearing of increased garden age groups, it behooves us to plan carefully our diets. And carefully planned diets mean more than just "being filled." We think of "calorie value" (the measure of heat and energy in food) and of the 14 or more minerals that are needed to keep us in health. (If you use a quart of milk a day the amount of calcium and phosphorus are cared for.) We are prone to things of foreign make. We are wondering if we know how foreign any of our vegetables were, if it might not be an incentive to make us enjoy them better daily?

We are told that carrots were imported from Holland in 1510. Carrots are common to all countries. The French first made sugar from the white turnip in the time of Napoleon I, as a substitute for cane sugar. Peas came from the East. The English did not cultivate turnips until about the year 1500. Turnips grew first in Asia, then in Europe. Spinach was first brought into Europe by the Arabs. Tomatoes are not native to our own continent, were brought from Mexico and the West Indies. Surely the home garden pays in health, economy and satisfaction but if it is to be an all-year garden there must be some means of keeping the surplus vegetables on hand until the next season when we cannot pick them direct from garden; and the question of canning, drying and storage must be considered.

Write your State College for their bulletin giving you full directions how to apply vigorously to the soil at least once a week. Garden clubs are encouraged and learn which method suits aging interest in beautifying the house conditions best. If vegetables must be bought, I doubt if canning will pay; grounds and the community. Since we are asking for a "yard-stick" to measure everything we surely need a yardstick for our vegetable canning; and for each adult for seven months should be 30 quarts of canned vegetables. Pennsylvania State College recommends 7 1/2 quarts of the following:

Wild greens, Spinach, Asparagus, Green string beans, Swiss chard, Beet tops, New Zealand spinach.

Fifteen quarts of Tomatoes, and 7 1/2 quarts of each of the following: Young Carrots, Baby Beets, Yellow string beans, Corn, Peas, Lima Beans.

In practice this means serving greens at least 3 times a week, tomatoes two times a week, and other vegetables 4 times a week.

A thrifty Vermont farmer has also found time to record with a small camera the local history and scenery. A Maryland woman on a dairy farm is building a garden built of stones which travel with friends are bringing to her, one by one from all parts of the United States.

Dr. Caroline Hedger has related herself that after spending a large part of her life "scripping for old age" she realized that she best enjoy some of it. Having always cherished a longing to play the piano, she set to study music at—shall we say—five years of age!

It's never too late to begin, so find outside hobby, and then ride it. It will be to you like the sundial in Martha Washington garden at Mt. Vernon.

"I record none but the sunny hour."



Once Again

"It is mid-July. Once again we are making the hay on Hillside Farm. In the matter of hay, it is a fat year. I hardly know where we shall store the first crop, to say nothing of the aftermath. It is only twenty-seven years ago that we built what we still call the 'new barn.' At first it used to hold all our crops with room to spare, but it does so no longer. Any farm fully stocked with cows where much grain is purchased and where all the manure is carefully saved and wisely used, grows ever more productive. I suppose we have doubled crop production since my father's youth."

"I look out across a meadow where there seems hardly room for the windrows to lie. Over there a half mile is the steep rough hill-pasture, our 'mountain.' I can see the herd as the animals work back and forth across it, blurs of yellow and white on the brown-green background. Above the upper line of the pasture the woods begin and run to the top, green and deep, wonderfully cool and refreshing to the eye. I can remember clearly when I was sure that this horizon was the very place where the sky came down."

"It is hot and bright today. I can hear the clattering song of the mower on my neighbor's farm. I can hear the shouts of our own men as they urge the straining horses to drag the heavy hayloader up the grades. Every little while two or three times an hour when things are going well a swaying load of hay comes up the lane and is swallowed up within the barn. I am mowing it away. It is hot up here under the roof, as hot perhaps as in the steel furnaces where it is the fashion to pity the men who toil. It takes only a few moments to unload hay by modern methods, but it means dust and sweat and weariness."

"So I am moved to a hay-mow meditation. Sometimes our business seems a curiously futile performance, like traveling always in a circle. All the growing season from April to November we toil to grow and gather the crops that shall fill the great barns and silos. And then all the remainder of the year we devote to feeding out the crops we have gathered with such pains, and when spring comes we have always what we had the year before—an empty barn. And always in fair weather and foul we milk the cows. Does it not seem a bootless task? Sometimes perhaps I ask myself this question. Yet I remember: Take care of the soil and the soil will take care of you. For a hundred years and more my people have worked for this old hill farm, and have lived by it and on the whole it has answered to their care. A hundred years ago it sent a boy to college and it is sending boys and girls to college still. Of the by-gone men who tilled it, none ate the bread of idleness and none has known want. I like to remember that out of its soil for all those years has been nourished a wholesome civilization and a generous life."

JARED VAN WAGENER, JR., in "The Cow."

"Favorite Recipes From Our Readers"

Codfish Balls

Cook ten medium sized white potatoes in boiling water and a little salt. When done mash with butter and a little milk until nice and light.

Take two cans of flaked codfish, pick apart into small pieces. Add this to the potatoes, also one well beaten egg.

Shape into balls. Dip into egg and bread crumbs and fry in deep fat. Lay out on brown paper to absorb fat.

Serve at once. Serves 8 people.

PEOPLE'S SETTLEMENT, Wilmington, Del.

Apple Sauce Cake

Cream 1 cup granulated sugar and 1/2 cup butter together. Into a cup of hot baking soda. When sauce stops bubbling add it to the creamed butter and sugar. Add 1 teaspoon cinnamon, 1/2 teaspoon cloves, a little salt. 1 1/2 cups flour in which 1 1/2 cups raisins and a few nuts have been dredged. Bake loaf in moderate oven about 1 1/2 hour.

Mrs. H. L. Way, Media, Delaware Co., Pa.

A Famous Report

(Continued)

understand that it is vitally important to stand behind the rural church and to help it to become a great power in developing concrete country life ideals. It is especially important that the country church recognize that it has a social responsibility to the entire community as well as a religious responsibility to its own group.

The Call for Leadership. Rural teachers, librarians, clergymen, editors, physicians, and others may well unite with farmers in studying and discussing the rural question in all its aspects. We must in some way unite all institutions, all organizations, all individuals having any interest in country life into one great campaign for rural progress.

We must picture ourselves a new rural social structure, developed from the strong resident forces of the open country; and then we must set at work all the agencies that will tend to bring this about. The entire people need to be aroused to this avenue of usefulness. Most of the new leaders must be farmers who can find not only a satisfying business career on the farm, but who will throw themselves into the service of upbuilding the community. A new race of teachers is also to appear in the country. A new rural clergy is to be trained. These leaders will see the great

underlying problem of country life, and together they will work, each in his own field, for the one goal of a new and permanent rural civilization. Upon the development of this distinctively rural civilization rests ultimately our ability, by methods of farming requiring the highest intelligence, to continue to feed and clothe the hungry nations; to supply the city and metropolis with fresh blood, clean bodies, and clear brains that can endure the strain of modern urban life; and to preserve a race of men in the open country that, in the future as in the past, will be the stay and strength of the nation in time of war and its guiding and controlling spirit in time of peace.

It is to be hoped that many young men and women, fresh from our schools and institutions of learning, and quick with ambition and trained intelligence, will feel a new and strong call to service.

Rural Young People

More than 800 students of vocational agriculture recently attended the fifth Future Farmers' Week at the Pennsylvania State College.

Events included dairy cattle, general livestock, poultry, farm mechanics, and entomology judging contests and a public speaking contest.

Obtaining and Maintaining a Mastitis-Free Herd

By Claude S. Bryan and Glen Fox

Claude S. Bryan is a son of Amos Bryan, who is a prominent Inter-State member and former secretary of the Plumstead-Dublin local of Bucks County. Claude is also a brother of John S. Bryan, fieldman of the Philadelphia Dairy Council. He is a graduate of Pennsylvania State College and wrote this article on the basis of facts obtained while engaged in graduate research at Michigan Agricultural Experiment Station.

THE OBSERVANT dairyman, if mastitis is present in his herd, knows full well what the infection is capable of doing, in so far as the production of the various animals is concerned. Furthermore, acute flare-ups of chronic cases result in the production of milk with a decided abnormal flavor and odor. Such milk imparts the abnormal conditions to all milk with which it comes in contact, it is either rejected or scored very low at the receiving station.

Some types of the streptococci that produce mastitis may cause disease in humans who consume the infected milk from such cases. The dangerous streptococci are never recognized until the damage

has been done. It is never advisable to use raw streptococcus-infected milk.

Recent research in mastitis has shown that it is a contagious disease and non-infected animals in a diseased herd may become infected. Since mastitis is a contagious disease it is highly desirable to eliminate it from a herd. The methods used successfully in one large herd, in obtaining and maintaining a mastitis-free herd, are presented here for the benefit of other dairymen. The essential feature in undertaking such a disease clean-up is the resolution to adhere always to hygienic principles.

Obtaining a Mastitis-Free Herd

The first step in obtaining a mastitis-free herd is to detect the infected animals in the herd. This is accomplished by testing the milk of each cow and also by examining the udder of each cow. If it is desired to know the quarters where the infection is located, individual quarter samples are taken. However, for greatest convenience, a mixed milk sample is collected from each cow, milking from all four quarters into a sterile container after discarding the first two streams of milk from each quarter. The nature of the infection is such that the streptococcus invades the udder, in due time the normal activity of the udder is disturbed, and abnormal milk is secreted. Such abnormalities can be detected by the various laboratory tests for the detection of mastitis. When the infection has progressed far enough, resulting in injury to the udder, scar tissue forms. The presence of such tissue may be detected on palpation of the udder.

The means that are used to detect the infected cows are 1, bacteriological examination of the milk; 2, physical examination of the milk, and 3, physical examination of the udder. The three examinations should be made twice in the period of two weeks.

What should be done with the infected animals? Bearing in mind that sooner or later the production of such animals is reduced and that they are a continuous source of danger to the mastitis-free animals, it is readily seen that eradication or sale for slaughter is the most ideal method of procedure. The infection is usually limited to the udder and the meat is safe for human consumption. Only a very few infected cows have the streptococci in their blood stream; in these cases, the condition is practically always fatal and thus such meat does not reach the market.

During the time that mastitis-infected animals are in the herd, a few of the streptococci that are eliminated by such animals can be found in a living state in the barn. Therefore, after the cows that carry the infection are eliminated, it is still possible for a few of these living streptococci to remain and

be capable of producing infection. Consequently, the matter of cleaning and disinfecting the barn becomes important. This is best carried out by thoroughness in removing all litter, scrubbing with a lye solution made up with hot water, and then spraying the interior of the barn with a good disinfectant of sufficient strength. If these measures are carried out, a mastitis-free herd is created and the barn is freed of infecting streptococci.

Maintaining the Mastitis-Free Herd

Obtaining a mastitis-free herd is only half the problem; the other half is to maintain it if any benefits are to be gained from eradication. The best attitude in maintaining a mastitis-free herd is one of watchfulness all the time. Several of the factors that immediately present themselves and are essential in maintaining such a herd are:

1. **Proper Stalls**—Use only properly constructed stalls or stanchions. The very important element of injury of the udder can either be completely eliminated or aggravated greatly as far as the stalls are concerned. If the udder remains in a healthy condition and is not injured, it presents the finest type of natural defense towards infection. This, together with the fact that the comfort of a cow has much to do with her disposition by affecting the physiological processes through the nervous system, seems to indicate that "the contented cow" offers more resistance to disease.

2. **Feed**—Use proper feed. If a high protein ration is used, the cow is in maximum production and thus resistance is lowered and the cow becomes susceptible to conditions which otherwise would not affect the udder. The correct amount of concentrates should be fed. Care should be taken that the proper balance is always used in all grain mixtures.

3. **Preparation of the Cow for Milking**—Much of the success in maintaining a mastitis-free herd rests in the preparation of the cow for milking and the care of the hands of the milker or milking machine during the milking.

(a) Clean cloths that are sterilized between milkings by boiling or in steam should be used to wipe the flank, udder and teats. The cloths should then be dipped into a chlorine solution which has been made up according to directions.

(b) The pail which holds the chlorine solution should be of a definite construction. An ordinary galvanized pail, 10 or 12 quart capacity, is taken and divided into halves by a soldered galvanized partition. Chlorine solution is placed in both halves. Individual cloths are used in preparing the cows for milking. After using a cloth on a cow, it is placed in the opposite side of the pail and is not

used again until it is thoroughly washed and sterilized. In the case of a small herd and where chlorine solution is sufficient, strong, two or three cloths are sufficient. When a cloth is used, wipe one cow, it is rinsed out on one side of the pail and then placed into the other half and left until the other two have been similarly used.

4. **Milker**—If a milking machine is used, great care should be taken in the cleaning and proper sterilization of all parts. It is a good idea to dip the teat cups in chlorine solution before and after milking each cow.

In the herd under consideration, hand milking is always used. Fore starting to milk each cow, hands of the milker should be dipped into chlorine solution. This not only prevents carrying of any germs from cow to another, but also tends to decrease the possibility of infection while on association business. The animals by the streptococci cause sore throat in humans.

5. **Strip Cup**—Use a strip cup to detect flakiness. At each milking the first two or three streams of milk from each quarter should be collected in a cup with a screen or cloth covering, then of his office. The board voted to make the flakiness which very often is present in milk from an infected udder and responsibility for the management of the office.

6. **Bacteriological Examination of Milk Every Six Months**—Sample of milk should be collected every six months and examined. This is important when we realize that the humans may carry streptococci which may become implanted in the udder of the cow causing mastitis.

7. **Test Replacement Animals**—It is necessary to buy animals from introduction into the herd, great care should be taken so that infection will not be introduced into the herd. Two methods may be followed with success in adding animals to a mastitis-free herd.

(a) Examine the udder and milk of the cow and have a sample taken. The board then passed a motion two weekly intervals previous to the purchase of the purchase of the cow. If she passes these tests she can safely be put into a clean herd.

(b) Buy the cow subject to two weekly examinations, but keep the cow isolated from the rest of the animals until the examination shows that she is not harboring streptococci of mastitis. (Reprinted through courtesy of the Guernsey Breeders Journal.)

[Editor's Note:—Have you had any trouble in your herd from this damaging disease or are you suspecting the presence of it? If so call on the Field and Test department of the Inter-State and fieldman in your territory will help you determine the facts and outline a plan to assist in controlling the spread of the disease and to help keep it out.

We are too prone to do our thinking with our pocket-books instead of with our heads.

Directors Reorganize

New Officers Elected at June 27-28 Meeting

IMMEDIATELY upon receiving the report of the Master announcing the results of the election of directors a call was sent out by telegram for a meeting of the new board of directors at 1:00 P.M. standard time, June 27. All members were present at this meeting except S. K. Andrews. The first afternoon was devoted largely to routine matters clearing up business accumulated since the last board meeting. A brief discussion followed the reading of letters received in response to the letters sent state secretaries of agriculture and state secretaries of health in connection with the milk shed concerning uniform sanitary regulations and inspection standards.

During this session a nominating committee was appointed, to nominate men for the various positions to be filled by the board.

Routine business and reports of directors and committees were received at the session on the following morning. During this session it was voted that the president and vice president be placed upon a per diem basis, with expenses while on association business. The president is to serve according to time needed and the vice president on call of the president. It was also voted to continue the executive committee of eight members in the first two or three steam committees of milk from each quarter should be collected in a cup with a screen or cloth covering, then of his office. The board voted to make the flakiness which very often is present in milk from an infected udder and responsibility for the management of the office.

The election of officers followed the results as recorded on six months and examined. This page 1 of this issue of the REVIEW, important when we realize that the humans may carry streptococci which may become implanted in the udder of the cow causing mastitis.

Formalities of certifying the election of the newly elected officers was then completed, empowering them to act as such in signing checks and in other capacities which might require proof of authority.

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We are too prone to do our thinking with our pocket-books instead of with our heads.

Cut Interest Costs

Farmers will save more than \$11,600,000 a year for the next few years as a result of the lower interest rates on indebtedness refinanced in the year prior to June 1, 1934, by the Federal land banks and the Land Bank Commissioner, according to figures released late in June by the Farm Credit Administration. The figure does not include the additional saving farmers have effected by obtaining long-term loans and thus avoiding the costly

charges of renewing their mortgages every few years.

For the country as a whole farmers whose debts were refinanced by the land banks and the Commissioner during the past year had been paying an average interest rate of 6.04 on their long-term indebtedness and short-term commercial loans. In some states the average rate was in excess of 7 or 8 per cent. On their new loans farmers are now paying interest at the rate of either 4½ or 5 per cent per annum.

Of the total of \$796,800,000 loaned during the one-year period, \$483,800,000 was advanced by the Federal land banks which make loans only on first mortgage security, and the balance of \$313,000,000 was advanced by the Land Bank Commissioner who lends on the security of either first or second mortgages on farms.

Members Elect Inter-State Men

(Continued from page 1)

individuals. Each holding is small and there is always a general inertia among many individuals of any group of such size.

The expression was gratifying. The management of the association may well feel vindicated that the total strength to be mustered by the opposition over an eight-months period was far short of enough to gain control. It is safe to assume that the dissatisfied were rather completely represented while many of the satisfied felt no need to express themselves. In addition, there are many inactive members who had no occasion to express themselves at all.

In commenting on the results of the election, immediately after the announcement, Frederick Shangle, vice-president, stated: "The members have said by votes that they approve the Inter-State policies and management. It is up to us to continue running our association so we may retain their support. Our obligation is greater than that of the defeated candidates because the responsibility is on our shoulders and we will be held accountable for the continued success of the association."

"But we need the support of every member of the association if we are to give all members the best possible service. It is our plan to continue to give, as in the past, the same service to all active members of the association regardless of any differences of opinion between individual members and officers on their attitude on association policies. For this reason we are asking

MORTON'S MILK COOLERS

BUILT TO MEET EVERY SANITARY REGULATION

Designed by Inter-State Members

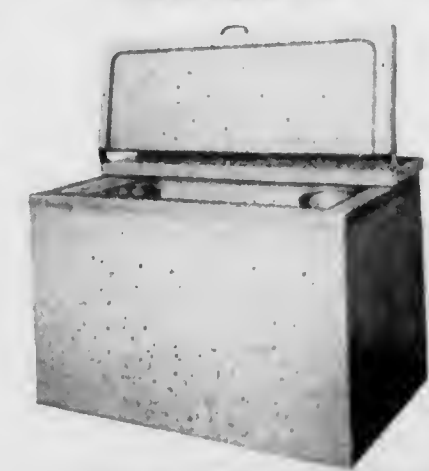
Outside dimensions 52 by 36 inches and 33 inches high, covered with 16 and 18 gauge Armco Ingot Iron and insulated with 3 inches of W. P. cork board, 2 inches of cork board in cover, equipped with ½ or 1½ H.P. compressor, water agitator, and Detroit Thermostatic Expansion Valve. Constructed on sound mechanical principles.

WILL COOL 30 GALLONS OF MILK DOWN TO 50 DEGREES IN ONE HOUR AND 10 MINUTES, 10 GALLONS IN FORTY MINUTES

AN EFFICIENT COOLER

A REAL VALUE

CAPACITY
Four Cans per Milking
Food Shelf 30 by 14 inches under back lid



Mr. W. W. Morton, April 28, 1934
Fort Loudon, Pa.

The milk cooler you make which you installed for me last September 1st has been satisfactory in every way. The agitated water is one of the best features in a milk cooling cabinet as it takes the heat from the milk more rapidly than unagitated water. In fact, I think it is one of the best cabinets on the market and I can fully recommend it to any of my fellow dairy farmers wishing the best milk cooler for the dollar. I am (signed) J. W. HOFFEDT, Mercersburg, Pa., R. 4.

Morton's Milk Coolers
Ft. Loudon, Penna.

Where can I see your milk cooler in operation? Please send more details.

Name _____

Address _____

Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of May, 1934:

	No.
Butterfat Tests Made	3390
Calls on Members	1172
Quality Improvement Calls	29
Herd Samples Tested	175
Membership Solicitation Calls	35
New Members Signed	51
Cows Signed	927
Meetings Attended	36
Attending Meetings	3231
Transfers of Membership	1
Microscopic Tests	510
Brom Thymol Tests	60

Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of May, 1934:

No. Inspections Made	2117
Special Farm Visits	198
No. Sediment Tests	1807
Bacteria Tests Made	3791
Special Tests Made	21
Days Special Work	36
No. Miles Traveled	27,496

During the month 68 dairies were discontinued from selling for failure to comply with the regulations. 49 dairies were re-instated before the month was up. To date 287,727 farm inspections have been made.

Mention the Review when writing advertisers.

Clipper Headquarters

ARE YOU SHOWING LIVESTOCK THIS SUMMER OR FALL?

Your Electric Clippers May Need Attention NOW.

We are EASTERN agents for Andia and Stewart Clippers. Send to us for parts and plates. Guaranteed repairs of all kinds.

CLIPPER PLATES SHARPENED 50c per pair—plus return postage

We Are Your Headquarters for All Clipper Needs Descriptive Matter Upon Request

GEO. F. CREUTZBURG & SON
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Established 1852

FOR SALE....

1 "Ford" Milking Machine as good as new.
1 Large Wood Refrigerator with Frigidaire Unit.

1 Hammermill.
E. & J. BROOKE LAND CO.
BIRDSBORO, PA.

"Mastitis & Garget"

Make your own tests of samples of milk from your cows to determine the condition of the udder.

A COMPLETE TESTING KIT WITH ENOUGH SOLUTION TO TEST 125 COWS FOR

\$1.50

Post paid

Enables you to find the faulty quarters that usually bring up your bacteria count.

The Special Products Co., Inc.
BEVERLY, NEW JERSEY

Decrease in Bovine T.B. Shown on New U.S. Map

Bovine tuberculosis in the United States is gradually giving way to the onslaught of cooperating veterinary forces, according to the United States Department of Agriculture which has just issued a map showing the extent of the disease in all States on May 1.

The map has various degrees of shading to indicate the areas free and comparatively free from the disease in contrast to other areas where bovine tuberculosis is still a serious menace to livestock. On May 1 there were 1,784 modified accredited counties, approximately 58 percent of the total, practically free of the disease, as shown by tuberculin testing of cattle.

The map also shows that 14 entire States had all of their counties in that classification. These are North Carolina, Maine, Michigan, Indiana, Wisconsin, Ohio, Idaho, North Dakota, Nevada, New Hampshire, Utah, Kentucky, West Virginia, and Washington. In most of the other States favorable public opinion and satisfactory work are bringing about highly gratifying progress.

Honors to High Herds

Honor Roll certificates will again be issued to the owners of all herds which produce an average of 300 pounds or more of butterfat per cow in one year, according to an announcement from the National Dairy Association. These records must be made in regularly organized dairy herd improvement associations and approved by the state leader of this work for the state in which the herd is owned. The awarding of certificates for 1934 is made possible through a generous contribution of the Dairy and Ice Cream Supplies Association, Inc.

Uncle Ab says pro and con are opposites: witness progress and Congress.

AERO CYANAMID
destroys
SOIL ACIDS

PUTTING PUNCH INTO PRINTING

Having passed our training period days back in the 90's, we are now in the class with Champions.

We challenge you for your next order for printing of

BOOKLETS CATALOGS
STATIONERY FOLDERS
OFFICE FORMS

HORACE F. TEMPLE, Inc.
Printer & Designer
WEST CHESTER, PA.

Dairy Markets Stronger

DAIRY PRICE trends have been slightly upward during recent weeks. The price of milk for fluid consumption advanced in several markets, especially in the mid-west. Detroit and Omaha obtained amendments to milk licenses authorizing such advances and new licenses in other markets allowed advances over previous prices.

The New York Control board authorized a one-cent per quart advance to consumers, from 12 to 13 cents, on June 1 with a 27½ cent per hundredweight increase to producers. The New Jersey Control board ordered an increase from 11 to 12 cents at retail, effective on July 1, with the producer reported as getting three-fourths of the increase. This would be about 35 cents a hundred pounds.

Similar action is possible in Pennsylvania with producers getting perhaps two-thirds of the increase. Justification for such a move will likely be found in the advancing costs to producers resulting from higher feed prices and a general price increase. There is also a general demand, especially among smaller distributors, for a wider spread between prices paid producers and prices charged consumers.

Feed costs for next winter are quite uncertain now. Hay prices and wheat product prices are most likely to show the greatest advances while corn products and cottonseed meal will follow the same trends although the supplies of those feeds may be approximately normal. Every indication now points to a reduced total dairy feed supply with correspondingly higher prices. The actual supply will depend upon the corn crop which still has a good chance if weather conditions are favorable. Another factor is the condition of pasture during the remainder of the year which will determine whether the small feed supply can be husbanded or whether it must be drawn upon to supplement summer and fall pastures.

It is certain that the individual milk producer in this area who has a good supply of legume hay and plenty of other forage with good summer and fall pasture will be fortunate as compared to those who will have to buy a large part of their feed supply.

The manufactured market shows prices much more steady than would be expected in the face of conditions. The drought has resulted in a decrease of 8.7 percent in butter production in May, continuing the reduction of previous months. Yet the price of butter was less than two cents higher than a year earlier. Butter has been moving into storage rather slowly, showing substantially smaller stock on June 1 than a year earlier and smaller than the five-year average for that date. It is believed that greater caution is being shown than a year earlier when many were caught with heavy holdings and had to move the butter at a loss. The supply may increase if summer and fall pastures and forage crops, also corn, should show marked improvement.

Contrasted with the butter situa-

tion we find a 6.3 percent larger cheese production in May and a slight increase for the first five months as compared to a year earlier. The wholesale price is almost a cent lower and the June 1 storage supply about one-third larger than a year ago.

Condensed milk also shows a larger May production and five months production than a year ago but with slightly smaller storage stocks while evaporated milk shows a sharply reduced production and three times the storage supply on June 1 or compared to the same date in 1933.

Altogether, the total milk equivalent of these manufactured products shows a 7.1 percent drop for May and a 7.9 percent drop for the first five months.

The movement into consumption channels shows a 5 percent decrease for all products in May, butter showing a 3.7 percent drop, evaporated milk a 24 percent drop, cheese a 2 percent increase and condensed milk a 19.4 percent increase. All products except evaporated milk show an increase in consumption for the five-month period, the net increase being 2.8 percent.

Comparing the United States market for dairy products with foreign markets it appears that the drought and regulatory measures are responsible for our comparatively good price level. Conditions in foreign markets are discouraging with trade barriers against importing of dairy products into many countries while efforts are being made by countries with surpluses of dairy products to subsidize the exporting of them. The margin between London prices for New Zealand butter and the New York 92-score price was 7.5 cents, a wider margin on June 1 than in any recent year. This is strong evidence that our market will have to depend upon domestic sales if the present price level is maintained.

Mowing Helps Control of Weeds in Pastures

Application of fertilizers at the proper time and with sheep or goats an effective way of controlling weeds in pastures, says the United States Department of Agriculture.

Grass generally will dominate a pasture if soil conditions are favorable. Therein lies the key. Fertilizers, phosphate and give better results if applied in the spring. The best general to mow weeds is when they are starting to bloom. It is sary to mow twice a year to cate some weeds.

Woody shrubs, bushes and tree sprouts can best be controlled by being cut at the proper time. The Kansas Agricultural Experiment Station has found that brush and sumac can be eradicated if cut while they are in flower. The Connecticut station has found that July mowing of brush is successful.

Eradicating bushes, spruce, woody shrubs appears to be difficult in the South than North. Grubbing them out with a plant poison is the only sure way of eradication.

When you answer advertisements or buy products advertised in columns, mention the Milk Producers' Review.

March Prices Paid by Producers' Association

City	Average Net Price
Pittsburgh	\$1.71
New York City	1.30
Des Moines	1.25
Detroit	1.76
Milwaukee	1.43
Boston	1.60
Chicago	1.434
St. Paul	1.30
San Diego	1.79
Hartford	2.823

(x) Except New York quotations to 201-210 mile zone and Boston to 181-200 mile zone.

May Buying and Selling Prices

From National Cooperative Milk Producers' Federation

MARKET	Prices f.o.b. City 3.2% 1st			Butterfat Differential
	Class I	Class II	Class III	
*Philadelphia	\$2.60	\$1.32	\$.87v	4c
*Pittsburgh	2.24	1.32	.87m	4
*Baltimore	2.38	1.74	1.23	4.64
*N. Y. City (201 mile zone)	2.45	1.35x	1.40m	4
Louisville	2.055	1.27x	1.13x	2.5
Washington, D.C.	2.67	1.51	—	7
Milwaukee	1.85	1.52	1.16m	3
*Chicago	2.00	1.25	.95	4
*Boston (181 mile zone)	2.33	1.00	—	3
*St. Louis	2.00	B	.96	3
*St. Paul	1.60	pool	—	3
*Kansas City	1.75	1.266	1.01	4
Wheeling	2.10	1.18x	—	3
*Des Moines	1.60	1.08	pool	3
*Hartford (f)	3.405	1.275	1.132m	4
Cincinnati (f)	1.89	1.45	1.05	3
*Detroit (f)	2.02	1.08	pool	3
*Omaha (f)	1.63	1.17	.85	3

* Under State Control Board supervision; A—Under A. A. A. milk marketing plan; (f)—May prices; x—Average of variations within class; m—To be determined as to butter; m—More than three price classes, others not included.

Getting Down to Fundamentals

(Continued from page 3)

we heard yesterday, is fifteen years old. That's just a beginning. What if there are problems and troubles? You are at the beginning of things, and it takes a long time to work them out.

What your association urges upon you is that you look upon each other as comrades. Do everything at this is their association. Meet together frequently; build together, play your problems together, play together, and as far as possible, work together. Get to know each other so that 25 years from day the Inter-State may be as strong as Gibraltar.

The second characteristic is Consecration. When a man is by himself he has a hard enough time to make a go of it; when two people are together they may with some difficulty agree; it is not so easy to get 20 people to agree; and when 1,000 people come into one organization, the possibility of every-

one thinking alike or having the same ideas is beyond human achievement. We can not possibly get along in a co-operative association without a spirit of give-and-take. There never was a group of men elected to office who had sufficient knowledge of the truth, sufficient wisdom to make no mistakes. Management and men alike learn from each other if there is this spirit of give and take on an orderly basis, rising to the stage where we are big enough to yield a little here and there to the other fellow, to surrender some of our rights at times, if it is necessary, for harmony and for the common good.

We Need Confidence

The third factor in the co-operating spirit is Confidence. Confidence in 1934? It is almost absurd to mention it. It is a word that, along with the word security, has almost disappeared from our vocabulary. Confidence? Faith? Faith in whom? or in what? Everywhere over this nation are the tragic evidences of loss of faith in our leaders, financial, industrial, political, religious. We have almost lost faith in ourselves, in our power to do anything about the problems that threaten us. Roger Babson has said that this is the first depression in our history that men have faced without faith. Right here, I believe, is the supreme challenge of the hour. We must have faith; faith in ourselves, in the finer possibilities within us; faith that we can hold on; faith that we can carry on; and more than all this, we must have faith in our fellow men. By having faith in common ordinary men, we elevate them out of the lower levels into something higher. And unless we have that faith as a part of this co-operating spirit we are never going to have a real co-operative association. You have got to have faith in men, faith in men's ability to work out their problems in co-operation. For if we cannot do it together, we can never do it by working alone.

To have faith in our organization may be difficult, because it is made up of members just like ourselves,

and we have not any too much faith in ourselves. We know our leaders are human. But that kind of faith must come to management, as well as to the membership—faith in our chosen leaders. And finally I know that this co-operating spirit can never be permanent nor lasting nor vital unless with it there is a faith in God. The power of God is among men, and a faith in God tends to build in us that stability of character on which the last analysis all co-operating spirit is founded. It is not founded on the number of cows, or on any plan for distribution of surplus, or on contracts; it is founded on character.

Now there is a fourth phase of this co-operative spirit from which it seems to me some of you may feel like holding back. I refer to the last C in this co-operative square—Consecration. You have men in this organization who have served for years, because they believe in it. We need people like Madame Curie, who refused \$100,000 worth of radium for herself, but took it for the Radium Institute of Paris; men like Steenbeck, of Wisconsin, who refused \$2,000,000 offered him for vitamin discoveries but turned it over to research for the welfare of humanity; men like Grenfel and Sweitzer—that kind of devotion that gives its time, its strength and all its resources.

Four Square

So we have the four-square characteristics of this co-operating spirit: Comradeship; Conciliation; Confidence; and Consecration.

Please do not think for one minute that there is anything idealistic in what I have been talking about. I have been talking to you on fundamentals. If you believe one tenth of what I have said to you today, you can electrify your association in the next few months. You have a marvelous piece of machinery in this organization. But you must unite, stand together, and release the full power of the co-operative spirit. I feel sure that the future holds but little for your organization if it does not seek to energize the whole group with that spark of something which shall be to this organization what the electric current is to the electric locomotive. Once having turned on that dynamic power, you can go on into the future, leading the way into a better tomorrow and a stronger and more vital life.

One last plea; do everything under heaven to unite your forces, and draw yourselves together, motivated and made dynamic by the co-operating spirit that shall lead to victorious achievement.

Sandy: "What's the trouble, Jack? You seem so sad."

Jack: "Tis enough to make one sad. I'm on my honeymoon and could-no-ford to bring my wife."

She: "Henry, dear, we have been going together now for more than ten years. Don't you think we ought to get married?"

He: "Yes, you're right—but who'll have us?"

Farmers Repaying Production Loans

Farmers borrowing from the production credit associations already have repaid \$1,217,000 of their loans, according to a statement made June 29 by S. M. Garwood, Production Credit Commissioner of the Farm Credit Administration.

A large portion of the repayments to date have been in sections of the country where farmers market their crops earlier in the season or in dairy sections where farmers make repayments from the monthly milk or cream checks. Since these cooperatively managed short-term credit agencies only started making loans in volume during April, most of the loans will not be due until next fall when the borrowers market their crops and livestock.

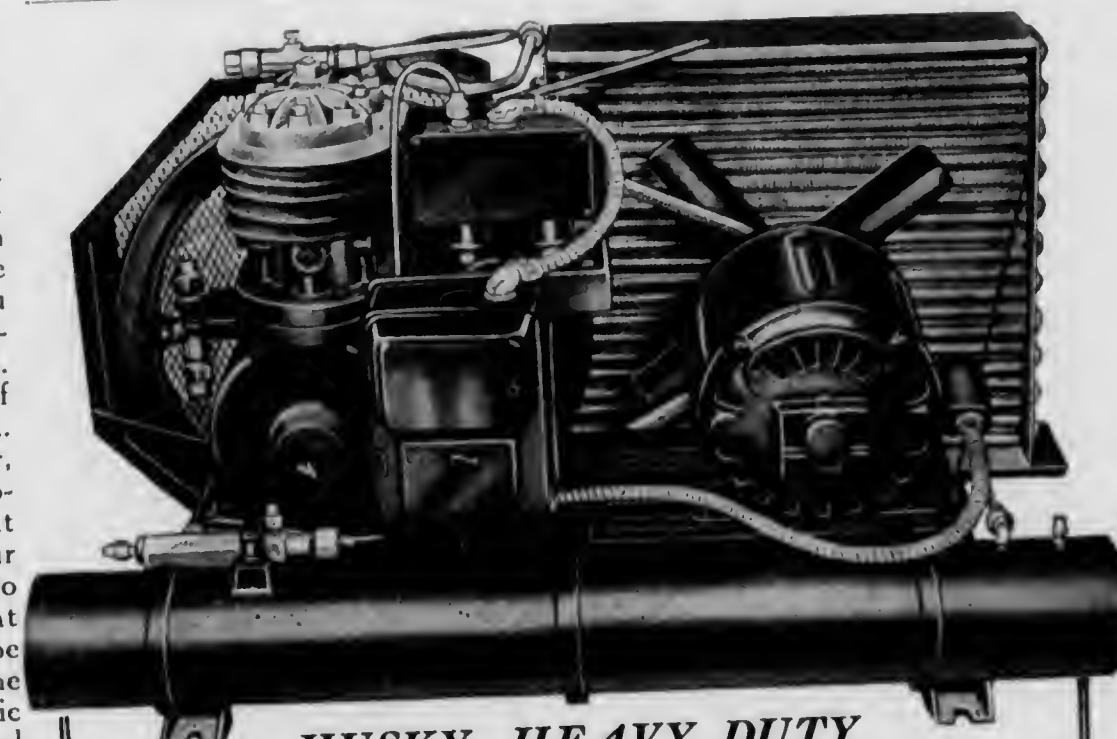
"Farmers have been enabled to obtain short-term credit through their cooperatively managed local financial units by tapping the low cost credit resources of the financial centers long available to other industries," Commissioner Garwood stated.

"Like other industries, agriculture needs credit to finance the production of its products. Farmers need such credit for longer periods than manufacturers because it takes much longer to produce their products. Farmers are proud of their new credit organizations and intend to see that they are run on a sound financial basis that will continue to make this type of credit available at low cost.

They realize that to do this they must maintain the confidence of investors who purchase the debentures of the Federal intermediate credit banks, which discount farmers' notes, and are, therefore, the ultimate source of the associations' loan funds.

JUNE BUTTER PRICES				
Date	92 Score	Philadelphia	New York	Chicago
1	26 1/2	25 1/2	24 1/2	24 1/2
2	26	25	24 1/2	24 1/2
3	25 1/2	24 1/2	24 1/2	24 1/2
4	25	24	24 1/2	24 1/2
5	26	25	24 1/2	24 1/2
6	26 1/2	25 1/2	24 1/2	24 1/2
7	26	25	24 1/2	24 1/2
8	25 1/2	24 1/2	24 1/2	24 1/2
9	25 1/2	24 1/2	24 1/2	24 1/2
10	25 1/2	24 1/2	24 1/2	24 1/2
11	26	25	24 1/2	24 1/2
12	26	25	24 1/2	24 1/2
13	26	25	24 1/2	24 1/2
14	26	25	24 1/2	24 1/2
15	26	25	24 1/2	24 1/2
16	26 1/2	25 1/2	24 1/2	24 1/2
17	26 1/2	25 1/2	24 1/2	24 1/2
18	26 1/2	25 1/2	24 1/2	24 1/2
19	26 1/2	25 1/2	24 1/2	24 1/2
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25	26	25	24 1/2	24 1/2
26	25 1/2	24 1/2	24 1/2	24 1/2
27	25 1/2	24 1/2	24 1/2	24 1/2
28	25 1/2	24 1/2	24 1/2	24 1/2
29	25 1/2	24 1/2	24 1/2	24 1/2
30	25 1/2	24 1/2	24 1/2	24 1/2
Average	25.89	24.89	24.21	24.21

A series of booklets, "Exploring the Times" have been newly published by the American Library Association, 520 N. Michigan Ave., Chicago, Ill. The titles include: Collapse or Cycle; Meeting the Farm Crisis: Less Government or More? And World Depression—World Recovery. The pamphlets may be obtained from the foregoing address for twenty-five cents each.



HUSKY, HEAVY DUTY REFRIGERATING COMPRESSORS

FOR MILK COOLING AND STORAGE

The most reliable type of equipment. Great surplus power—oversize parts—costs less to run—and gives longer trouble-free life. "M&E" compressors are found on thousands of the Eastern dairy farms. Complete range of sizes and types from 175 lb. up to largest. All automatic. Electric or gasoline drive.

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For catalogs, local dealers names, or engineering data write—

Manufactured by
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NOTICE TO DEALERS: Why not investigate the possibilities of handling "M&E" in your section? Direct Factory Contact. Free training. Your inquiry is invited.

Reduce Dairy Herd to Balance Feed Supply

Dairy herds should be carefully adjusted to the amount of feed on hand or in prospect, says Professor E. B. Fitts of the Dairy Department at Pennsylvania State College.

Dry weather has caused a serious shortage of hay and other roughages on many dairy farms. This condition, coupled with rising prices for feeds of all kinds, would seem to make it urgent that an adjustment of herds to feed supplies be started very soon.

Fitts suggests that wherever a reduction in herd numbers is desirable that a careful check be made and that the weeding out begin with the least efficient animals. Old cows, defective udders, and disease might well have first attention. Then a careful check on the milk production of each cow will show where to begin in weeding out on the production basis. Only enough heifers should be kept to maintain the herd. Any heifer that does not give promise of developing into an extra good cow probably should be eliminated.

In times of feed shortage and high feed prices all inefficient animals should be kept away from the feed supply. A few good cows well fed will return far greater net returns than a larger number of cows that are under-fed, Fitts emphasizes. Adjustment of the dairy herd during the summer and fall to the winter feed supply will aid greatly in reducing milk production costs during the winter, Fitts reminds.

Lists Sixteen Rules For Fire Prevention

Adequate curing of hay, particularly of leguminous varieties, and making available nearby an adequate water supply for use by volunteer bucket brigade or town pumper, are advanced by W. C. Krueger, extension agricultural engineer at Rutgers University, as two of the most important considerations in the prevention of fire on the farm.

"The following methods of fire prevention, suggested by the Massachusetts State College engineer, apply very well to our own conditions."

Prevention of smoking and the carrying of lighted cigars or cigarettes.

Avoidance of open fires and careless use of matches.

Careful use of lanterns.

Preventing the accumulation of litter.

Systematic cleaning of floors.

Repair of roofing to prevent leaks which might start spontaneous combustion.

Provision for separate storage of oils, gasoline and lubricants.

Provision of separate storage for automobiles, trucks and tractors.

All wiring to comply with both code and local requirements and to be inspected and passed upon.

Lightning rods installed to comply with code and bearing Underwriters' Label.

Replacement of wood shingles or other type of inflammable roofing with a fire-resistive type not lower than Underwriters' Class "C."

Replacement of wooden piers with

masonry or concrete foundation walls not less than 18 inches above grade to resist running or grass fires.

Extinguishers of soda or dry types are of great value if available.

Making available nearby and adequate water supply for use by volunteer bucket brigade or town pumper. A water hole, cistern or pond will suffice. Delivery of water under pressure and taps frequently spaced with hose attached, often aid in quenching a fire of incipient nature. Water barrels strategically located and holding a calcium chloride mixture are effective in quenching fire.

Adequate curing of hay, particularly leguminous varieties.

The use of fire-resistive construction where new structures are built.

Dairy Council Plans

The Dairy Council's "six-point program" for consumer education has stimulated the use of dairy products in areas where Council units are located. This fact was revealed by reports made at the annual conference of the Council held in Chicago, June 11-15. Various correlated and supporting activities of the unified program have proved of additional value to the industry in local territories.

The Councils' national program for the coming year follows the same general plan. The different types of work fall under the following heads, which in each case suggest the cooperating agency and the type of activity: (1) health departments and medical profession including; (2) dental programs and activities for other professional groups; (3) school programs which reach children of all grade levels including special projects for; (4) home economics students and; (5) parents cooperating with the school in the school-health program; (6) an inclusive adult education program for the general consuming public with special plans for adults reached through such channels as industrial plants, social service agencies and various organized groups.

In addition to the specific lines of endeavor grouped under the unified program the entire Dairy Council organization will be united in cooperating with the industry in a forceful drive for consumer education. Especially will this campaign be directed through various potent channels of education, publicity and advertising to the adult consumer and to the homemaker who controls the purchase of the family's food.

The program will be adapted with suitable appeals and materials to the different groups to be reached, with the multiple aspects of the varied program dovetailing together into a unified effort. Thus will the program gather force to attain its well-defined objective. Among the various appeals to be used this year *flavor* will be emphasized. The consumer will be reminded that dairy products "taste good" and help to make other foods taste better. Attractive materials of various types are now in preparation to be used by the Council next year in "selling" dairy products.

Mention the Milk Producers' Review when answering advertisements.

Don't pay a penalty for City Traffic



RURAL dwellers who do most of their driving in the country, run much less risk of accident than city traffic drivers. An automobile accident policy with P.T.F. gives you all the advantages of special low rates for living in the country and doing most of your driving on safe country roads. Full protection with absolute safety. Assets of the P.T.F. are nearly \$1,000,000.00.

We Protect You Under New Responsibility Law

The new Financial Responsibility law may cause you to lose your license if you have an accident and are not protected. The policy gives you complete protection, paying lawyers' fees and damages. You can't afford to drive your car without it.

COMPENSATION

Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

Pennsylvania Threshermen & Farmers Mutual Casualty Insurance
325 S. 18th St., Harrisburg, Pa.

Pa. T. & F. Mutual Casualty Ins. Co., Harrisburg, Pa.

Gentlemen: I am interested in—

☐ COMPENSATION INSURANCE

Business.....Payroll

☐ AUTOMOBILE OR TRUCK INSURANCE

Make of Car.....Model

NAME.....

ADDRESS.....

This inquiry does not obligate me in any way

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The Review Is YOUR Paper

You Can Help It By—

Reading It Carefully

Writing In Your Views

Answering Its Advertisers

We Want to Make It Bigger and Better—Help Us Do

DOWN GOES BACTERIA COUNT UP GO YOUR MILK PROFITS

"After installing Esco Milk Cooler, my average bacteria count went down to 3800—my premium the first month was \$22.50." A. O. MURRAY, Penna.

Thousands of dairymen are getting better milk and MAKING MORE MONEY by using ESCO THE ORIGINAL PATENTED MILK COOLER.

The Esco principle has been demonstrated to be the most dependable and efficient method devised for economically cooling milk.

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Write Today GET FREE BOOKLET "How to Get Bigger Milk Profits—The ESCO WAY!"

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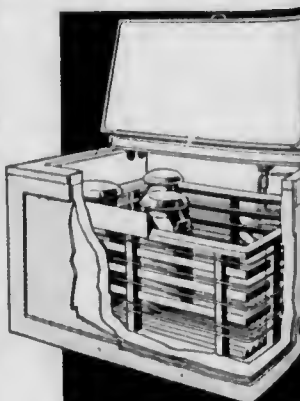
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ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

West Chester, Pa., and Philadelphia, P.

Control Board Activities

Order Thirteen Causes Trouble

CONDITIONS are looking better. The Pennsylvania Milk Control Board is expected in the future to be more reasonable, more cognizant of conditions and the operation of economic law.

Thus far its policies have been unsettled. It has issued several orders setting prices and practices under which the dairy industry of Pennsylvania was to function. The experience of the industry, of both producers and distributors, was called for before writing these orders. Unfortunately, important parts of that experience were disregarded.

As a result, the orders did not exert the desired effect upon the industry. They were unsatisfactory to all parties. Orders were followed by amendments to the orders and eventually by new orders which, in turn, were amended.

Plain everyday economics was disregarded along with the experience of those who were selling and buying the milk. It was generally believed that some of the features would not stand up in the courts if brought to such a test. At least, no test case was tried in spite of the many open violations brought to the attention of the board.

Despite these numerous changes there was peace in the industry under the control board order number 8 with its amendments. This order was effective from late in May until July 18th when it was superseded by the well-known order number 13, which incidentally, was issued on Friday, the 13th of July.

This order raised havoc. Most men in the industry are at a loss to understand how it obtained the approval of a majority of the board members. It was especially severe on the Philadelphia sales area as it cut the price of all milk for the area by 10 cents a hundred pounds. This meant that milk hauled directly from farm to dealer's bottling plant would bring the farmer 10 cents less per hundred—give the dealer a 10 cent wider spread.

It eliminated entirely the 16 cent receiving station charge, because the 16 cents was "more than actual cost" but without going on record as to what the cost is. By simple arithmetic this would give the receiving station shipper 6 cents more a hundred pounds, but plain economics raises a question on the ability of those producers to get it.

Many nearby receiving stations are listed as "Grade A" stations

and there is now more Grade "A" milk than needed. How simple to close a receiving station, save the cost of operating it, haul the milk direct as grade "B" milk, getting it for 10 cents less a hundred and cutting out all grade "A" bonuses of 20 to 60 cents or more per hundred. The dealer could make money on it and the producer would not be shut off, they would just have to take "B" prices for milk that formerly brought "A" prices.

It might still be argued that the receiving station shipper in outlying sections would gain. He would if he could be sure of holding his market. But there is nothing in the order to insure him of his market—nothing to keep the owner of such a station from converting it into a factory for making butter, or cheese, or evaporated milk, or ice cream mix, or as just a receiving station for sweet cream only, any of which would bring lower prices. It makes those producers want the old policy reinstated—and without delay.

One other objectionable feature of the discredited order 13 was complete abandonment of production control. The basic-surplus plan was dropped and nothing put in its place. No reason was given except that "it had not controlled production." U. S. Department of Agriculture reports show a slight decrease in this area.

Admitted even by its strongest advocates as not being perfect, the basic surplus plan stands out as the one workable production control plan for fluid milk areas. The complete abandonment of any control is considered by economists and practical dairymen who are looking beyond 1934 as a serious mistake which is likely to flood this market with milk, breaking prices and establishing a situation which would require years to correct.

These changes were injected into the last order without known consultation with the industry. The order was so objectionable that protests poured into Harrisburg from all parts of the state. The only supporters that could be found were such portions of the public press which apparently know nothing and care less about dairy economics and the thoroughly and completely discredited Allied Dairy Farmers' Association. Whether any connection exists between such interests and order 13 we have not been able to learn.

It was this succession of errors

committed in the name of the control board and culminating in order 13, that compelled the Board of Directors of your Association of producers from all parts of the state to raise their voices against the control board.

Things happened. The newspapers on Friday morning, July 27, carried the news that Dr. H. C. Reynolds had turned in his resignation which was accepted by the Governor. No reasons were given. None were needed.

That vacancy was filled on

August 6 by the appointment of H. D. Steele of Pittsburgh. Mr. Steele knows milk marketing. As secretary of the Dairymen's Cooperative Sales Association he has bargained for producers. He knows their needs and problems. He has had the needed contacts with distributors. And he has served in an advisory capacity with the A.A.A. at Washington on its milk licensing work. Above all, he has the reputation for square dealing and fairness which will be valuable in helping the other members of the control board gain the cooperation they deserve from the state dairy industry.

The Control Board's Opportunity

THE PENNSYLVANIA Milk Control Board has had a stormy seven-months career. It appears to have pursued wrong tactics. Apparently it has tried to be dictator over the entire dairy industry in the state. We believe certain of its personnel was to blame for such an attitude.

A change has been made in the board's personnel. We have confidence in the new member of the board and in the remaining members originally appointed. The Board is now in position to go ahead, adopt sound policies and new tactics, and be of real benefit to Pennsylvania's dairy industry.

Its opportunity, we believe, lies in its taking a position as mediator or arbitrator, offering compromises where the industry appears to need impartial advice to keep things going smoothly.

How much better to step out, ask the industry to develop its own order, the control board to arbitrate disputed points, and then see that the industry lives up to these regulations and terms of its own making.

Producers must find a reliable market for all their milk they wish to sell. Distributors must have a steady and reliable source of supply. Let the two bargain as to prices, terms, and conditions. If points arise upon which there seems no settlement the control board can then step in as arbitrator, offer a compromise and complete the transaction. The control board would also assume the responsibility of protecting the consumers interests and if any part of the compromise arrangement should appear to take unfair advantage of the consuming public it would be the boards duty to refuse approval to such features.

Then, when the producers and distributors had developed a plan acceptable to each other and fair to the consumer the control board would approve it and issue it as an order binding upon those producers and distributors.

Such an order should be not only enforceable, but easily enforced. The parties who helped develop it would be expected to live up to it. Fair play would demand compliance. We should expect such violations as may occur to be stopped when violators would be warned first by members of the industry itself.

All this would mean less work for the milk control board, less responsibility on its members, and above all, fewer criticisms of its acts, for practically all orders it might issue would be drawn up by the industry itself and criticism of the order would be self-criticism.

We know if this should be done that a certain unrelenting chorus will object to the Inter-State Milk Producers' Association having any voice in drawing up such an order. They will drag out that bare-faced lie that this association is a "tool of the milk trust" or one of the many variations of that lie. But we must overlook such slander and do our work. Suffice it to say that we hereby brand as a lie every statement of that or similar meanings and extend our pity to those who utter such vile stories—for certain of them know better and the others who perpetrate such malicious statements apparently do it unwittingly as tools of vicious propagandists.

Uniform Inspections Asked by Association

Barn inspection, that bugaboo of all milk producers, came in for a lot of discussion on July 12th when your association president, B. H. Welty, met with state agriculture and health officials of the Philadelphia milk shed. This meeting was called by Welty as an outgrowth of the resolution passed at the last annual meeting of your association. This resolution requested that the association call in these officials to work toward the development of uniform inspection standards for all farms in the milk shed regardless of the state in which the milk or cream produced on a farm may be sold.

At present the producer is subject to the inspection requirements of any and all states in which his milk distributor may be selling milk. Each of those states has a right to send an inspector to his farm and the city or municipality in which the milk is sold may also impose such an inspection. As a result a producer may be subject to half a dozen or more different inspections altho this number seldom exceeds two or three.

These inspection standards all aim at insuring a supply of milk that is clean and safe. But each defines the needed equipment for producing such milk on a slightly different basis. This makes it difficult to comply with all regulations because there is a certain amount of conflict among them. The differences are considered by most authorities as minor in character, yet it is these small differences—such as the distance from barn to milk house, the window area in the stable walls, the method of handling manure, the details of milk house construction, or the type of stable in which cows are housed—which cause many milk producers to consider inspections an evil. These factors all have an influence on the quality of milk but the differences between regulations are so slight as to have practically no effect.

Minor Conflicts

In other words, a milk house in a certain location may meet the regulations of one state but be two feet too close to the barn to comply with the regulations of another state. Or the milk house may be satisfactorily located today but be too close to the barn 30 days hence.

Another complicating feature that interferes with uniform inspection standards is the right of a municipality to adopt standards of its own. Most municipal standards are more strict than state standards and they show even more variations. It sometimes appears that local health officers object to accepting any inspection other than their own, perhaps because of lack of confidence in the work of others and often because of interest in maintaining a job.

One uniform inspection standard would mean that one inspector with one standard would do the work. That inspection would be

acceptable to all states which may be interested, thus avoiding the confusion, misunderstanding and ill feeling that might be caused by another inspector from another state coming in a few weeks later and demanding technical, though costly, changes. With capable inspectors the work will be done fairly and with consideration and would stay done until the next regular inspection (or special inspection under the same authority).

It was the aim of the conference called by Mr. Welty to accomplish such a goal. It also desired to permit major changes in standards only at infrequent intervals, perhaps every 3 or 5 years. This would help assure the cooperation of milk producers for then they would know that when their premises were fixed properly they would remain acceptable.

Three States Represented

The secretaries of agriculture and chairmen of the boards of health of New Jersey, Pennsylvania, Delaware and Maryland were all invited. Those who attended were R. W. Beckett, Delaware State Board of Health; Ralph C. Wilson, Delaware State Secretary of Agriculture; John V. Bishop of the New Jersey State Board of Health; J. L. Young of the New Jersey Department of Agriculture; John A. McSparran, Pennsylvania State Secretary of Agriculture; Edward E. Behrens of the Philadelphia Department of Health; and W. T. Derickson of the Delaware Department of Markets.

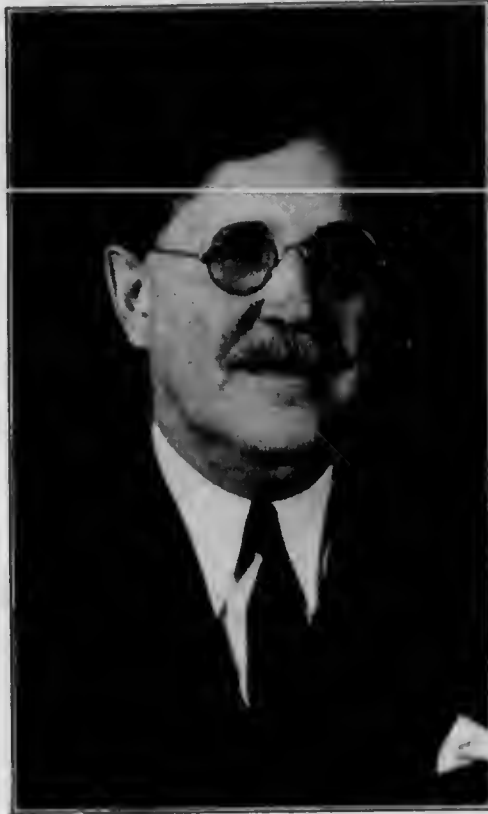
In addition, the Maryland Secretary of Agriculture and Chairman of the Board of Health signified their intentions to attend, but failed to appear at the appointed time and place.

Your association was represented by its president, B. H. Welty, and by H. D. Allebach, sales manager, and I. Ralph Zollers, executive secretary. Dr. E. G. Lechner of the quality control department of the Dairy Council was also present.

It was brought out at the conference that the Boards of Health of Pennsylvania, Delaware and Maryland, set up the standards applying in their own states while the standards in New Jersey are set by legislative enactment. For this reason it was believed that any standard which might be set up would have to comply with the New Jersey standards which are considered the highest in this area. North Jersey controls the legislation so it was considered as a difficult if not impossible task to adjust New Jersey regulations to comply with any compromise that might be agreeable to the rest of this area.

More Work Needed

The task appears formidable and results can be accomplished only through hard work and education. This is not the end of our efforts but the beginning of an exchange of ideas which should



An Expression of Appreciation to A. A. Miller

You have served well, Gus. You have done a good job and earned many friends. You have made your impression upon the dairy industry of the Philadelphia milk shed. Therefore, we of the Board of Directors of the Inter-State Milk Producers' Association feel it fitting and proper that we publicly express our sincere appreciation of the services rendered by you to our organization, its officers, employees and members.

We all know you as "Gus." That is the name you have preferred ever since you came to the Inter-State Milk Producers' Association in 1920 to establish the Milk Producers' Review. Your service as editor and business manager of this publication until September, 1933, was of the best. We regret the poor health, largely occasioned by hard work in the interests of this paper and our association, which compelled you at that time to relinquish your duties.

We are publishing this expression of appreciation in the name of all our members and friends, knowing they all wish you a quick return to complete good health.

THE BOARD OF DIRECTORS,
Inter-State Milk Producers' Association,
By I. RALPH ZOLLERS, Executive Secretary.

result eventually in bringing together the different interests concerned and the development of uniform standards which will apply to our entire territory.

Do Repair Work Now

With the arrival of the farmers' building and repair season, necessary work should be undertaken as soon as possible, says E. R. Gross, agricultural engineer for the State Agricultural Experiment Station, Rutgers University.

"Always having enough to do, the farmer must plan to grasp the slightest let-up in work during the middle of the summer, overlook the heat, and do the necessary repairing about his farm buildings," Mr. Gross advises. "Summer is most ideal for such work for carpentry is easier, concreting is safer and better, and paint flows more freely. As far as possible, repair work must be done while buildings are empty. Some crops are already

Production Barometer

In these days, when we are all hearing so much about surpluses, I have found that farmers are naturally more interested in the marketing end of their business than in the production phase. It will be as sad for agriculture if farmers lean so far in the marketing field and neglect production problems, as it was in times past for them to lean so far toward production that they did not give adequate attention to marketing features. Both the quantity and the quality of his production will always be determining factors in his marketing. His cost of production will continue to be just as important in determining his income as the price he receives.

Dairy Marketing

A complete review of marketing agreements of the agriculture adjustment administration as they refer to dairy products has been published by the Brookings Institute of Washington, D. C. This book includes an economic study of these agreements and traces their development and operation. It was written by Dr. F. Lininger and sells for 50 cents copy.

Barometers That Point to Dairy Progress

by DR. T. B. SYMONS,

Director Extension Service,
University of Maryland

address at Seventeenth Annual Meeting

AS WE ASSEMBLE here, my mind goes back to the historic conferences which were held in this city in the early days of our country, and the momentous decisions that were made. May we not emulate the example of our forefathers by approaching our problems in the same constructive and broadminded spirit as they approached theirs.

This organization and its leaders are to be congratulated upon the progress that has been made in the dairy industry in this territory in the last few years.

We are in a critical period of the dairy industry, as well as other phases of agriculture, and other industries. The fact is brought home to us so forcefully that we cannot escape it.

A clear recognition of the factors contributing to a problem is essential to a sound and practical solution. I am convinced that here is now a much more general tendency to face facts and make a determined effort to find solutions than has been the case during most of our agricultural development.

Although not assigned a definite topic for my remarks they might be called "Barometers That Point to Dairy Progress." Most of you are thinking, no doubt, that no barometer is needed to tell you that the storm is already here in the dairy business, in fact, we are hopeful that the worst is over. In the meantime we may well analyze the most fundamental factors that will lead toward conserving the industry.

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Cycles in the Industry

Records covering a long period of years show that the dairy industry is subject to cycles approximately fourteen years in length,

productive capacity and dispose of the unprofitable animals.

We might well keep our eyes much more closely on the barometer of disease than in the past. For several years we have focused our attention upon eliminating tuberculosis from our dairy herds, and we have achieved results. Bang's disease, or contagious abortion, is exacting even a heavier toll upon Maryland's dairy industry and I have every reason to believe that the situation is not materially different in Pennsylvania. About one-fourth of Maryland's dairy herds are affected, and we are hoping to attack the trouble with as great or greater vigor than in the eradication of tuberculosis.

The Dairy Feed Barometer

As a general rule, eastern dairymen are inclined to purchase too much and raise too small a portion of the feed consumed by their dairy animals. Just now conditions are such that a sound feeding policy involves a reduction in our expenditures for high-priced feeds and a greater use of the pastures and forage crops. It is true that this policy does not secure the highest production per cow, but careful tests have shown conclusively that it does reduce the cost per gallon of milk or per pound of butterfat. After all, that is what makes the favorable showing on our balance sheets.

Better Breeding Barometer

Improvement of our dairy animals by better breeding is still an important factor in the progress of the industry. It is my inclination to look to performance as a measure of value of dairy cows. Unless purebreds can produce profitably and transmit production qualities, it is difficult for me to attach great importance to their form or color or general beauty.

Better bulls and more attention to the productive capacity of our dairy sires, as well as dams, will lead to more efficient and lower cost production.

While I would not detract one iota from the tremendous importance of the marketing phases of our business, let us never lose sight of the fact that the farmer can control more factors affecting his income right on his farm, than he will ever be able to control after the product leaves his place. Let us ever keep in mind this fact.

The Consumption Barometer

I come now to a barometer in our dairy industry upon which we may well keep our eyes focused constantly. I refer to consumer demand.

It must be realized that in our system of marketing, a "surplus"

means something that will not sell at a price. It might be something for which there is great need. But if it can not be bought at the price, then it gets thrown away—if it is perishable. Or it gets stored away—if it is not perishable. What could be used and what can be bought may be two very different things.

Pending a time when we can induce our people to drink a sufficient quantity of milk for their own good, and pending a time when the purchasing power of consumers has been restored, we are confronted with these burdensome surpluses and dairymen and cooperative associations are harassed in their endeavors to adjust the situation in some way.

I have been a strong believer in the so-called basic and surplus plan carried out by our marketing associations. I am convinced that this plan deserves much of the credit for the remarkable progress made by the dairy industry in this territory, and other milk sheds where it has been in practice during the last ten years. This, it seems to me, is a practical and workable plan, and yet many farmers are attempting to break their affiliation with their associations in an endeavor to accede to the desires of certain distributors who are offering them a flat price.

It is natural that a flat price tempts the dairyman who does not understand the complexities in the sale of this product. But no farmers would willingly destroy their own market, and the welfare of their brothers, if they were thoroughly aware of all the facts in the case. Therefore, it seems to me that the cooperative associations and our educational agencies should exert every effort toward getting the facts before the membership. While they are intricate, they are not more complicated than the many problems associated with production.

I have heard recently some criticism of the support of Dairy Council work. It is my opinion that when producers thoroughly understand the facts, they will not only agree to, but will heartily favor the educational efforts designed to impress upon consumers the need and desirability for using more milk.

Suppose the dairy industry should launch into an advertising campaign such as the cigarette people engage in when they wish to increase their sales, or to raise the price without decreasing sales. We cannot visualize what the results might be. Oftentimes indirect advertising through the Dairy Council is more valuable in the long run than direct advertising. Certainly, we should not lose sight of the ever-present consumption barometer.

(Continued on page 8)

INTER-STATE MILK PRODUCERS' REVIEW

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Approval Obtained

Philadelphia now has a milk marketing committee which is to operate in cooperation with the Pennsylvania Milk Control Board. Word of approval of this committee reached your association offices on August 1st, more than 12 weeks after it was elected by producers supplying milk to Philadelphia.

The committee consists of G. Walter Sharpless, Chester County, B. H. Welty, Franklin County, who has since been elected Inter-State president; and Charles Whitaker, Huntingdon County.

The election of the committee was held at Harrisburg on May 4th and Inter-State members had only two days notice. Interest was so intense, however, that hundreds turned out and elected men loyal to the true interests of milk producers at a meeting which appeared as designed to "railroad" a certain faction into power.

No reason was ever given for the delay in the announcement but it is significant that approval was given shortly after personnel changes were made on the board. (See page 15 of the May MILK PRODUCERS' REVIEW for a more complete statement.)

Producers Want It

After one year without it, producers supplying the Pittsburgh market want back the basic surplus plan of selling their milk. One year was enough. By a vote of 1443 to 632 they asked its return in a poll recently taken at local meetings of the Dairymen's Cooperative Sales Association. The alternative in the voting was selling under the pool plan which was tried in its place and, presumably, was considered the best alternative.

We have contended repeatedly that no selling plan has been devised that can work as satisfactorily as the basic surplus plan. Pittsburgh's experience is one more confirmation of that contention. Many other markets have used the basic-surplus system, listened to ballyhoo

against it, abandoned it, and then were only too glad to return to this only proved effective means of production control.

The officers of your association are to be congratulated in standing by their guns in the defense of this one feature which has been so important in making and keeping Philadelphia one of the best fluid milk markets in the country.

The End of the Trail

His goose hung high ten years ago. In fact it was laying golden eggs for him. But now Aaron Sapiro is a fool the law. He has entered pleas of bankruptcy with liabilities \$166,575 in excess of assets. More recently he was indicted by a Federal grand jury for attempting to tamper with jurors.

Who is he? Just one of those clever lawyers who styled himself an expert on farmers' cooperatives. He helped organize the U. S. Grain Growers, Inc., which never did anything for the farmers but did plenty to them—including using their money for immense salaries, making big (and impossible) promises, and finally leaving the association with a terrible deficit.

Similar records can be cited with other "cooperatives" which he helped organize. In fact, he attempted at one time to meddle in the Philadelphia milk market but your association officers would have none of him. Recent developments proved their judgment to be wise.

Beware of such "helpers."

The Austrians Have a Word For It

"Putsch" is a word frequently in the news of late. It refers to the Austrian trouble which resulted in the assassination of Chancellor Dollfuss. There is no English word of similar meaning.

The "putsch" is described as a bold and unexpected stroke accomplished while the victim is off guard. A meaning also applied to it is "an abortive uprising with absurd features."

Yes, we know something about them. Your own association was the victim of one to the tune of \$4,010 to pay for such an uprising supported by a legal technicality and filled with plenty of absurd features.

Send Us Your Views, Too

We intended to comment editorially upon the extra cost of the election of directors under supervision of the court. H. K. Martin has done this so effectively, however, that we merely ask you to read his letter on page 10.

Incidentally, we wish more of our readers would send in their views. We would be glad to publish several letters in every issue, asking only that they be sound and constructive and that they deal with program or policies with personalities left out.

Popular Credit Source

One hundred thousand farmers have joined their cooperatively managed production credit associations in the past few months, according to an announcement made August 3 by W. Forbes Morgan, Deputy Governor of the Farm Credit Administration. The 660 production credit associations already have made or approved loans to their 100,000 members amounting to more than \$60,000,000.

Farmers borrow from these associations to finance the production, harvesting and marketing of their crops, to finance their livestock operations, to purchase seed, feed, fertilizer, spray materials, work-stock, livestock, machinery and equipment, or for general agricultural purposes.

Study Marketing of Surplus Milk

Appointment of Dr. Leland Spencer, Professor of Marketing at Cornell University, to make a special study of the problem of marketing surplus milk as it affects farmer cooperatives was announced by the Farm Credit Administration recently. The work will be carried out under the direction of the Cooperative Division, and will include other features of dairy marketing.

The handling of surplus milk is one of the complex problems confronting dairymen at present, it is said, and there is a keen interest among cooperative organizations for a careful analysis of all the factors concerned.

Dr. Spencer's study is designed also to supplement a survey made last year by the Cooperative Division of milk marketing in the northeastern states. While his work will not be confined entirely to that area, the information he develops is expected to make an important addition to the research already done there.

Dr. Spencer has done extensive research and teaching in the marketing of dairy products. He conducted special investigations for the tariff commission, and has made a number of surveys of milk marketing in New York.

A Terrace in Time Saves Tons of Soil

Farmers who wouldn't think of losing money by wearing trousers with holes in the pockets are losing money and are being robbed when rains carry fertile topsoil off their cultivated fields and wash gullies in tillable lands, says A. T. Holman, of the United States Bureau of Agricultural Engineering.

Soil losses measured for 1933 at the Federal Erosion Farm at Bethany, Mo., on terraced and unterraced corn fields, show a soil loss more than seven times as great on the unterraced areas—27.1 tons an acre from unterraced corn fields, 3.8 tons from terraced corn fields.

Holman, who made the measurements, calculates that erosion at this rate will strip 7 inches of productive

topsoil from the unterraced about 35 years. If the terraced, the losses will be by 86 percent, and it would about 260 years to strip it if it were kept continuously.

Terraces may be compared with simple equipment during times when men and teams are idle. They cost little and a farmer has his own equipment. Good fertile lands are terraced quickly and easily, steep rough gullied areas relatively large expenditures of time and considerably more.

Attend The Fairs

The season for county fairs is upon us. We urge you to attend your nearest fair, for within the industry that your neighbors are doing, you will be recognized by the ty of livestock they raise and the quality of crops they grow. Watch the judging of the livestock, ask questions, and get the greatest good out of the fair, enter your products. Whether you win the direct comparison will be very much like those you the way to do still better.

Running water is found in Pennsylvania farm homes. From 1915 to 1920 we were in a state department of agriculture. From 1930 to 1934 we have been in a leading in this modern conversion of rapidly falling prices. So are Lancaster county with homes so equipped, followed by Chester with 2660; York, 2230; and Westmoreland, 2230; and the cause of the present difficulty in the dairy industry. From 1915 to 1920 the dairy industry throughout the United States was very largely unorganized; from 1930 to 1934 dairymen in the large milk markets have been organized. Therefore to say that lack of organization has been a major cause of the difficulty would hardly be correct.

Inter-State Milk Producer's Association

Incorporated
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

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Economic Factors in the Dairy Industry

by DR. F. P. WEAVER,

Agricultural Economist,
Pennsylvania State College

Inter-State Seventeenth Annual Meeting

HERE ARE A FEW facts I think it might be well to take into consideration, because regardless of any of the issues to be discussed here today, or policies to be followed, there are some fundamental conditions within the industry that have to be recognized by any organization, no matter who is in charge of it.

The conditions which have existed in the dairy industry during the last twelve months are conditions that have been known before. Back good out of the fair, enter your products. Whether you win the direct comparison will be very much like those you the way to do still better.

From 1915 to 1920 we were in a state department of agriculture. From 1930 to 1934 we have been in a leading in this modern conversion of rapidly falling prices. So are Lancaster county with homes so equipped, followed by Chester with 2660; York, 2230; and Westmoreland, 2230; and the cause of the present difficulty in the dairy industry. From 1915 to 1920 the dairy industry throughout the United States was very largely unorganized; from 1930 to 1934 dairymen in the large milk markets have been organized. Therefore to say that lack of organization has been a major cause of the difficulty would hardly be correct.

Fundamental Changes

There have been certain fundamental conditions in the period from 1915 to 1920 which were repeated again since 1930. One of my charts shows that over a period of 17 years we have had recurring intervals of about fourteen or fifteen years. And if we compare the conditions in 1915-1917 with the present, we will find them parallel.

As dairy production is concerned, for 7 or 8 years at a time the industry has expanded more rapidly than consumption warrants. That leads to a condition which calls for retraction and readjustment, which is pretty hard to meet under normal conditions.

The very fact that today we have the largest number of dairy cows that we have ever had in the history of the country is one of the stubborn facts we cannot side step. The plan that was followed in the past to correct this difficulty was to slaughter more cows and raise fewer calves, so that the industry was contracted. If we would allow

that to take place now, and allow the ratio of prices to costs to go low enough so that people would be forced out of the industry, that condition would again correct itself. In other words, under the A. A. A. we are trying to correct conditions within our industry without resorting to bankruptcy.

Production capacity is now in excess of demand but I do not believe that this indicates any necessity for a permanent program of production control in the industry. If you take dairy production over a period of years, we have not been over-producing. The condition is what I call a cyclical one, and we are at the bottom of one of those cycles. Since 1926 we have been raising 15 to 20 percent more heifers than normal and from 1926 to May 1933 slaughter of dairy cows was below normal. It is clear that the liquidation of these overstocked herds will require a number of years unless unusual measures are used.

Eliminate Surplus Cows

Any move that is aimed at correcting the unsatisfactory conditions in the cycle of dairy production merits the careful consideration of all the producers in the country. I will repeat, again, that I think that while anything that means a temporary reduction of production at the present time is justified, any program that calls for permanent production control is not justified.

I don't know what plans are in Washington at the present time, but I know that Congress has recently appropriated \$150,000,000 to relieve conditions in the industry. Of that amount, \$50,000,000 is an out and out contribution, and \$100,000,000 is the amount that must be replaced by a processing tax on the industry. The \$50,000,000 could be used for eliminating diseased cattle or it could be used entirely in the drought stricken area, in the elimination of dairy cattle which may be used for feeding the unemployed—and that kind of a program could be put through and paid for out of the Federal treasury without a special tax if the \$50,000,000 is not expended. Undoubtedly if a program like that could be devoted to taking cattle off the market, I think it would go a long way toward correcting the situation. But on the other hand, if the \$50,000,000 were used to take products off the market and thus raise prices, that would relieve the situation only temporarily and would delay the time when herds would be reduced.

The important point is whether the other \$100,000,000 that Congress has appropriated shall or shall not be spent in a program of reducing dairy herds. If that \$100,000,000 is spent, it must be replaced by a processing tax on the dairy industry and on the products that compete with it. If a processing tax were to be put on dairy products I presume it is safe to say that it would be paid by the consumers. Pennsylvania, with about 10 percent of the nation's consumers, would contribute about 10 percent of that processing tax. On the other hand we produce 2 or 3 percent of all the dairy products in the United States, therefore, Pennsylvania would be in a position to get back possibly 3 percent of the benefits from that tax.

Who Would Pay Tax

Statistics now available indicate that when you raise the price of butter, you reduce the consumption of butter by about an equal amount. This means that you simply have the consumers paying a higher price for less of the product, but the total amount of money that goes to the producers is not increased. Therefore it is plain that most of the processing tax on butter is paid not by the consumers but by the producers. In fluid milk consumption it does not work quite the same way. A raise in the price to the consumer does reduce the amount consumed somewhat, but not so much as the price is raised. Consequently no one can say exactly how much of the tax on fluid milk would come out of the producers and how much out of the consumers, but it looks as though a very sound conclusion would split it about in half.

Control Needed

This whole question of production control is one of the difficult things confronting the dairy industry today. Not that I believe very strongly in the regimentation of industry, but I do think something will have to be done to bring about the reduction in herds to conform with the demand for products.

In regard to the question of dealer spread I will make this one statement: You no doubt have read of the work that has been done in New York State on the subject of dealers' spread. I think it was made clear this morning that we have had no access to any data of that kind in this state until the Federal statute opened the dealers books.

I think that conditions in up-state New York would give a better comparative picture of our situation than New York City. The figures indicate that the dealers in up-state New York were actually making one cent profit for every seven quarts of milk they

handled last year. I think that was 3.39 percent on their investment. But a certain part of this investment was allowed for goodwill, and if you take out the goodwill allowance there was a profit made of about 4.19 percent. I am not here to say whether the profit margin taken by the distributor is right or wrong, but I think that we will have to admit that industry would have to earn that much to attract capital. I do think a viewpoint regarding the dealer spread that is fair to the distributor as well as to the producer must be based on all milk handled and it requires study. To take what the dealer gets for all the milk that he handles, and what he pays the producer for all the milk that he buys, will give a fair picture of the spread. In up-state New York the actual spread amounted to about two-thirds of the apparent spread obtained by taking what the dealer gets for class B milk and what the producer received for the same milk. In times like these, when the farmer has a hard time to get enough for his milk, a great deal of heat develops on this subject. But that does not help solve the problem. What we do need is the facts of the situation as they exist; then a consideration of these facts, and then unified action in working out a program that can be carried out.

Massachusetts Passes Milk Control Bill

A milk-control bill passed the Massachusetts legislature recently after a hectic course through the two houses of that body. The right to fix resale prices was the bone of contention according to the New England Dairyman which pointed out that this provision was fought bitterly by representatives of certain chain store interests.

According to this authority attempts to amend the measure were injected at every turn, these amendments being designed to fit the policy of one particular grocery chain. Some of the amendments were filled with trick wordings and jokers such as were attempted with the Pennsylvania milk control bill last December.

The bill as finally passed permits the fixing of retail prices but does not compel it. This provision allows a competitive market until the situation becomes dangerously close to chaos, when the board may step in and stop any price cutting war.

Officials of the Dairymen's League have requested the A. A. A. to set aside \$1,000,000 of Federal funds to reimburse New York state dairymen for cattle ordered out of herds because of mastitis infection.

Home and Community

Elizabeth McG. Graham, Editor

The Cooperative Stores of Great Britain

Just a little less than a 100 years ago in the small town of Brighton, England, there was a strong congregation of Friends, one of the leaders in which was Elizabeth Fry. In the days when women were supposed to be seen and not heard Elizabeth Fry was raising her voice in protest against some of the distressing conditions she saw about her: small children worked long hours in factories; men and women thrown into prison along with criminals for debts they could not pay. She felt that conditions for the people must somehow be bettered.

It seems that about the same time there was a Dr. William King in England, the son of a minister. He himself was intended for the ministry. He had the best of schooling and was surrounded with comforts. But instead of entering the church, he turned to the study of medicine, and became one of the physicians in St. Bartholomew's, a London hospital, where he came into contact with the poor. He too, like Elizabeth Fry, saw that conditions for the people were far from right: they were unable to afford a physician, to buy the many necessities, and were too weary of heart to even try to devise means to correct the situation. Dr. King, like a skillful surgeon, began to dissect the problem of poverty, and to devise a treatment.

Then Elizabeth Fry from Brighton sent for him. She wanted not just generalities, she wanted an actual prescription. And out of his lifetime of wrestling with that deep problem, Dr. King gave her his prescription.

"Cooperation!", he replied, "And cooperation means literally, working together. What one man cannot do, two may. What is impossible for a few, is easy for many. But before many can work, they must join hand in hand; they must know their objective, and feel a common interest and a common tie."

There are records which show that in the year 1827 there was organized in Brighton the Cooperative Trading Association. In the same year another collective buying association was begun. Just small groups, but they were paying the way. Almost twenty-five years later we come to Rochdale, the village with its twenty-eight blanket weavers. And it was the cooperative store, started by those weavers in Rochdale who linked England to a movement which today is world wide.

These 28 weavers, after months of saving, collected together \$140 with which they started a little cooperative store. At first it was open only several evenings a week, but it enabled them to obtain flour, butter, sugar and oatmeal at a saving.

Though all that they earned had been swallowed up in buying merely food.

There were four points adhered to in that first cooperative store:

- 1—They bought for cash and sold cash, as do the Rochdale Stores of today.
- 2—They charged the buyer full retail price.
- 3—They gave the earnings, except for reserves set aside to increase the business, back to the patrons in a lump sum at a certain time in proportion to their savings.
- 4—They had the deep and active interest of the members.

Out of the spirit behind that little store in Rochdale has grown 1400 cooperative retail stores throughout Great Britain, with hundreds of additional branches. The \$140.00 capital has grown to 400 million, the sales from \$10.00 per week to \$750,000,000 a year. And the twenty-eight members have increased to six million.

These stores were at first only retail grocery stores. But they were fought so persistently by the wholesalers that finally twenty years after the movement began in England a central wholesale warehouse was established. This was to lead—as clear-cut issues often do—to larger things. They soon began to send their own purchasing or brokerage agents over the world to buy the tea, coffee and other foreign items. The next step was the direct cooperation with those who produced these items. There was need for savings to be made in other things besides groceries, so they gradually added a shoe department, a clothing branch, then furniture, and printing departments, until finally almost all of the necessities of modern life are available to the cooperative membership through their own stores. And finally, these six million members, or two-fifths of the entire population of Great Britain have logically become their own bankers.

This is the extent to which the cooperative method in Great Britain has grown.

Verse for a Child

Gingerbread

I've been looking at the cooking in the kitchen
And I couldn't keep it secret if I would,
For you're telling by the smelling that the kitchen
Is the place where they are making something good.
All the making and the baking is for supper
And I'm really much more eager than I seem:
I'll be singing when they're bringing for my supper
A plate of hot brown gingerbread and cream.

—James S. Tippet
in "A World to Know".

Your Shopping Service

LOUISE E. DROLEFF

Here's a suggestion for the mothers who will soon be packing school lunches for the children! Authorities tell us that every child needs something hot at the noon lunch. Thermos bottles make excellent containers for hot cocoa and may be had in pint sizes for 75c each. Should this price be more than your budget permits, there is a specially prepared bag which will keep hot foods hot for as long as four hours. This bag—which may also be used to keep cold foods cold—may be brought back from school and used more than once and can be purchased for 50c a half dozen, or 10c each.

Orders will be gladly forwarded by the Home and Community Department to the stores where they may be purchased at the above prices, plus a small charge for postage.

"If there is a lesson taught by history, it is that the permanent greatness of any state must ultimately depend more upon the character of its country population than upon anything else. No growth of cities, no growth of wealth can make up for a loss in either the number or the character of the farming population."

—THEODORE ROOSEVELT



Do Healthy Children Mean Anything to You? Then Put the Milk Pitcher on the Table

If you live on a farm, see to it that each child in the family has a quart of milk a day, and each adult at least a pint.

If you do not produce milk and must buy it but have all the money you want to spend for food, spend one fifth of it for milk and cheese. If you must cut your food costs to the limit, spend one third of your money for milk and cheese.

This is what nutrition experts and food economists say about the importance of milk in the food supply of normal people. The no other single food that furnishes so many different kinds of food or gives you so much for your money.

Whole milk (unskimmed) has an energy value of about 170 calories per cup or half-pint glass. The carbohydrates of milk and the fat are in a form easily used by the body, the proteins are of high nutritive value and easily digested. Milk is highly important for its mineral salts, especially calcium, which is not abundant in most other foods.

Milk is necessary to children because it contains an abundance of the chief bone-making materials, calcium and phosphorus. The child's growing body must have these. The same materials are needed by adults, to keep their bones, teeth, and other tissues in repair. Probably American diets are more often deficient in calcium than in any other chemical element.

Milk supplements other foods in many ways. Bread and cereals, for example, are a cheap source of the very substances in which these grain products are short—proteins of good quality, vitamin A and vitamin C. Hence the importance of milk with your breakfast cereal, the value of milk toast, or crackers and milk.

Milk and bread or cereals in some form are the best foundation for any low-cost diet, and they are the chief essentials for emergency rations.

Whole milk (unskimmed) is imperative in the diet of a child through the whole period of growth. Food relief plans should

(Note:—For a free copy of the Number of "Consumers Guide" of 28th, address the Agricultural Adjustment Administration, Washington, D. C.)

Your Own Vacation—

HANNAH McK. LYONS, M. D.



A guest was recently heard to remark to a former hostess. "I will never forget those Sunday evenings when you were on your lawn as long as I live."

That tired feeling of drudgery just will not stay when one gets energy enough to play a supper on the porch or lawn. Let it have full sway and eat out-of-doors at least once a week during August. This is the time of year when we take the "o" out of vacation and replace it with an "a."

Are you folks doing it? We are not all in a position to take a vacation away from home as some one else does, nor do we all like the same sort of vacation.

For example, a well-known physician, busy with people every day, wants to go back to the wild woods in Maine; no 'phones, no mail, just wade streams to fish, eat without the formality of silver and linen, and go to bed looking right into the silvery blue heavens dotted with stars. But his wife who has been cook and housekeeper does not enjoy "roughing it." She prefers the formal hotel with plenty of silver, linens and service. In a vacation what we all need is a change. We can therefore all get a vacation suited to us no matter what our home duties, with a little planning.

Not long ago a magazine had a letter contest on the subject, "How I Choose My Vacation." I would like to give you in part the letter of the winner of the first prize. She says, "It is hard for me to choose a vacation because my husband is an invalid who hasn't

walked a step alone for five years. I am his nurse and my own maid. We do light housekeeping in two rooms. Our son and his family occupy the rest of the house.

"As I cannot get away from home easily I choose a garden for one slice of my vacation. Giving my husband my old school bell, I don some clothes that will wash, and work in my garden an hour or more each day. Thus I obtain fresh air and fresh vegetables. I hire the garden plowed, and do the rest—planting the seed in the spring sunshine, watching the plants grow and mature as I hoe and pull weeds, and gathering the finished product under autumnal skies. This is a real vacation for me from the nursing and housework.

The second prize letter was a home vacation too, but one out of which may come a wealth of pleasure and recreation. She says, "I have two vacations, the real one, and an imaginary one. Since the first requisite of a perfect vacation is change of occupation, I take a trip to Bermuda. This is an imaginary vacation of course. Being a school teacher I know that the trip is impossible. Nevertheless, I do take the trip, and there in old St. Georges I play golf, swim, loll away the late afternoon on the beach of the fairyland section, or climb to the top of Gibb's Hill Lighthouse where I enjoy the finest view in Bermuda. My friends envy me when I come in September with firm muscles, elastic step, and a coat of tan.

"In reality I read about Bermuda, and have learned from magazines that I need exercise. Consequently I go out to seek all of the outdoor exercise that I can find. No, I cannot get away from the boys and girls in the summer. But they are different creatures outside of the school room."

Points on Jelly Making

"What causes sugar crystals in jelly?" This is a question constantly asked by the Bureau of Home Economics of the U. S. Department of Agriculture. Crystals may form from a number of causes. They may result, says the Bureau, from an excess of sugar, from overcooking, lack of sufficient acid in the fruit, or from allowing the jelly to stand too long before sealing.

Crystals in grape jelly from cultivated grapes are not sugar but crystals of cream of tartar (potassium acid tartrate). One way of avoiding them somewhat is to allow the juice to stand overnight, then siphon it off or strain it. Another way is to can the juice and allow it to stand for some time before making into jelly. Or combine it with other fruit juices.

"Why does some jelly 'weep,' or run as soon as it is cut?" "Weeping" occurs in jellies made from very acid fruits. It is especially noticeable with cranberry and currant jelly. When making jellies from these fruits use small glasses that hold just enough for one meal.

"Does mold on jelly make it unfit for use? What causes it?" Mold may grow on jellies when the paraffin layer has be-

come loosened, or on jellies which have oozed, or jellies stored in a hot damp place. If mold is growing on the top of the paraffin it is not likely to affect the jelly. But if mold grows beneath the paraffin, the flavor of the jelly may be impaired. Sometimes it can be scraped off and the rest of the jelly used.

"What causes jelly to ferment?" Fermentation of jelly is caused by yeast or bacteria. Steps to safeguard against fermentation are the use of new paraffin each year, the use of sterilized jelly glasses, protection of the jelly from contamination before sealing, and care to obtain good seals, by rotating the jelly glass in the hand when the paraffin is put on so that it will run up to the rim of the glass to make a good seal.

Milkweat is a new cooked breakfast food made of whole wheat with dried skim milk and contains one-third milk. This nutritious cereal which has been developed by Cornell University may soon make its way to our breakfast tables as not only a cereal with a high food value but one which offers another commercial use for dairy products.



THE THINGS WITH WHICH WE LIVE

"I believe that the highest and best development of all the arts in America will come through an appreciation of beauty in the things with which we live day by day. I believe that a large number of our people will never experience the pleasure, the inspiration, and the solace of beauty in man-made things unless they get it from their home surroundings or from creative work which they find close at hand. To include the common things in our definition of art, or as the poet might say in our catalogue of lovely things, does not mean that we shall leave out oil-painting, marble sculpture or stone cathedrals. We shall include them all, but in addition to cathedrals we will make a place for beautiful simple churches such as one sees in New England; log cabins, such as one sees in the Highlands of the South and in the West, some barns from Pennsylvania; stone bridges; rail and picket fences; cottage flower and vegetable gardens; carefully laid-out wheat and corn fields; and many other well done things, including woodpiles, haystacks, homemade furniture, hand loom weavings, patchwork quilts, and even jellies and preserves in attractive containers, and apple pies when made of the right apples with nicely pinched-in scallops around the edges, a pretty design cut into the top, and a crust with a color and texture in keeping with the contents. An apple pie becomes a work of art when the cook, having selected the best apples available and the best flour and other ingredients to be used for the crust, gives it good form, good color, and good texture in addition to and in keeping with a fine flavor and a fine fragrance."

Allen Eaton, Russell Sage Foundation

Cooperative Control

One of our leading financiers stated some years ago before a Senate investigating committee that if he could control credit he cared not who made the laws. Credit is as powerful as this. A prominent Englishman recently stated, "The man who draws the bank check rules the world."

This can be made as true collectively as it is individually; it can be made true of those who produce wealth as it has been true of those who gambled in wealth.

We have at our hands agencies to build and develop a nationwide cooperative movement. There are the County Committees which have been organized in connection with production control of various farm commodities under the AAA program. They have had a year's training in cooperative action. Then there is the Farm Credit Administration, interested in the cooperative movement and ready to grant it credit aid; and finally, there are banking facilities in the form of cooperative banks which farmers and workers can organize for themselves and by mobilizing their own savings build their own economic life according to their needs. More than ever before in our history farmers can now control cooperatively much of the products of their labor and their daily needs without asking aid from agencies outside of themselves.

FREDERIC C. HOWE.

Picnic Recipes

Soft Gingerbread

1 c. sour cream 3 eggs
1 c. brown sugar 1 dessert or soup spoon-
1 c. molasses ful of soda
1/2 c. butter 3 c. flour
Pinch of salt 1 tsp. ginger

Mix sugar and eggs and add to creamed butter. Add remaining ingredients. Bake in slow oven.

MRS. FRANK WEBSTER,
Cheyney, Montgomery Co., Pa.

Ice Box Rolls

1 cake yeast 1 egg
1/2 c. sugar 7 cups flour
2 c. water (lukewarm) 1 tsp. salt
3 tbsp. shortening

Crumble yeast in bowl. Add sugar, salt and water. Add well beaten egg. Sift flour once before measuring. Add half the flour and beat well. Add melted shortening and remainder of flour. Let rise to double its bulk. Punch down, cover tightly and put in icebox.

About an hour before baking remove desired amount of dough, shape into small rolls, let rise on greased pan. Bake in oven 420 F. for 20 minutes.

DOROTHY CHANDLER,
Germantown, Pa.

Dairy Barometers

(Continued from page 3)

Is there anything quite so necessary at this time as to conserve and strengthen our cooperative marketing organizations? We are proud of their accomplishments and have reason to be. We need them now, and they need the strength and support of a loyal, active membership. For, "An organization lives or dies in the hearts of its own members. When an organization can command service from its members, it is strong, but when its members clamor for service from the organization, the whole body is weak."

As a general rule, the cooperative-minded farmers are usually in the association. The farmer leadership is usually in the association—if not in control, at least in the ranks—and loyal to the leaders who have been selected. It is easier and much less costly to bring about reforms within established associations supported by such a nucleus than to destroy the going organization and replace it with a new one.

The Barometer of Cooperation

Let us, therefore, in the interest of the organization and even more in the interest of individual dairymen, quicken our efforts to convert those who have remained on the outside, as well as those who seem to be dissatisfied. I have charitable feeling for the officers and directors of these associations. They are presented constantly with difficult and innumerable problems. In my experience, these men have been animated with the desire to reach the best conclusions and make the best bargains in the interest of producers, yet you and I know that many charges have been made against them. I do not say that they have not made mistakes and will not make mistakes in the future; nor do I say that you and I would not have done the same. Remember that there is always the possibility that others might have done worse, as well as the possibility that they might have done better.

There never was a time, in my opinion, when we needed more closely knit cooperative organizations than now.

There is ample room for improvement in the marketing of most of our farm products and there is just as much need, no doubt for improvement in our dairy marketing system as any other. One thing is certain, however, we must deal with conditions as they exist, even while we are working for improvements, and it is equally certain that you cannot combat organization or monopoly by disorganization. For that reason, I have been in favor for some time of providing some kind of group action for the producers in the whole Eastern seaboard. Rather than disorganize our present comparatively small Eastern groups, I would advocate the dairymen of the whole Eastern seaboard knitting themselves together into a cooperative organization that would increase their

bargaining power and ability to deal effectively with the large organizations of distributors and processors. This move, I am convinced, would be in the interest of justice without discrimination to the producer, distributor, or consumer.

I know that it may strike a responsive chord in the minds of some to urge farmers producing this valuable health product to control it until it reaches the consumer; in other words for dairymen to enter the distributing field. I have never been an advocate of this principle. It has been tried innumerable times and the record is not encouraging. You may just as well enunciate the policy that the farmers should own the railroads because they are carrying their farm products to the market. I, therefore, believe that it is in the interest of producers, as well as consumers, to treat the distributors fairly and give them a reasonable opportunity for doing a legitimate business. It is a distinct field and I am not prepared to say that the farmer or dairyman can do it better than the distributor is doing it. The only assurance we all want is that the producer be given the highest percentage that is possible of the dollar which the consumer pays for milk and dairy products.

Loyalty Needed

Although our vision along the road to progress may be somewhat blurred by unusual problems, I am convinced that through the united and loyal efforts of those who constitute this great industry the obstacles in our road to progress can be overcome, and the road may be opened to greater achievements and satisfaction than we have experienced before.

You are producing the most valuable farm product—a product that is needed for the public well-being, and for which there are no adequate substitutes. Let us consider our opportunities; let us minimize our difficulties; let us be optimistic for the future of the industry; and, let us constructively and cooperatively work together in behalf of the dairy industry. Again I remind you that "An organization lives in the hearts of its members." The life, the strength, the ability of your association to serve you, rests in the hearts of each and all of you who constitute the membership.

Scientists in the United States Department of Agriculture say that corn which produces no grain because of damage to tassels in extremely hot weather is not a total loss. The fodder from this corn, they have found, is richer in feeding value than ordinary fodder, part of the plant food which would ordinarily go into the formation of grain being stored in the stalks instead.

Launch New Fight On Bang's Disease

Cattle owners who desire to take advantage of the Federal emergency appropriation for combating Bang's disease may do so by complying with the provisions of new regulations issued by the U. S. Department of Agriculture and designated as B. A. I. Order 347. This order, signed by Secretary Wallace, on the recommendation of the Administrator of the Agricultural Adjustment Act, will be administered by the Bureau of Animal Industry. It became effective July 19 and provides for the elimination of and payment for cattle reacting to the agglutination test for Bang's disease or infectious abortion.

The first step in having a herd tested for Bang's disease is to fill out and sign an agreement which will be furnished by any Federal veterinarian or State official who is cooperating in this campaign. In this agreement the owner agrees (1) to market for slaughter under State or Federal supervision, all heifers over 6 months old, cows, or bulls that react to the agglutination test, (2) to confine additions to his herd, as far as practicable, to virgin animals and to those from herds known to be free of Bang's disease, (3) to continue blood testing the animals in his herd in accordance with the accredited Bang's disease herd plan of his State, and (4) to clean and disinfect his premises under supervision after the removal of reactors.

The Secretary of Agriculture agrees that the herd shall be tested for Bang's disease under the direction of the Bureau of Animal Industry without expense to the owner, except for necessary handling of the animals incident to collecting blood samples, and also agrees to pay the owner for each animal eliminated from the herd. This payment is not to exceed \$20 for a grade female and \$50 for a registered purebred animal. The receipts from marketing for slaughter also belong to the owner. Participation in the campaign is entirely voluntary.

Mention the Milk Producers' Review when answering advertisements.

Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of June, 1934:

	NO.
Butterfat Tests Made.....	4199
Plants Investigated.....	43
Calls on Members.....	314
Quality Improvement Calls.....	17
Herd Samples Tested.....	805
Membership Solicitation Calls.....	27
New Members Signed.....	7
Cows Signed.....	67
Microscopic Tests.....	189
Brom Thymol Tests.....	20

MILK PRODUCERS REVIEW, August, 1934

JULY BUTTER PRICES

Date	Phila.	New York	Chicgo
2	25 1/4	24 1/4	23 1/4
3	25 1/4	24 1/4	23 1/4
4	25 1/4	24 1/4	23 1/4
5	25 1/4	24 1/4	23 1/4
6	25 1/4	24 1/4	23 1/4
7	25 1/4	24 1/4	23 1/4
8	25 1/4	24 1/4	23 1/4
9	25 1/4	24 1/4	23 1/4
10	24 1/2	23 1/2	22 1/2
11	25	24	23 1/2
12	25	24	23 1/2
13	25	24	23 1/2
14	25	24	23 1/2
15	25	24	23 1/2
16	25	24	23 1/2
17	25	24	23 1/2
18	25	24	23 1/2
19	25	24	23 1/2
20	25 1/4	24 1/4	23 1/4
21	25 1/4	24 1/4	23 1/4
22	26	25	24
23	26	25	24
24	26	25	24
25	26	25	24
26	26	25	24
27	26	25	24
28	26	25	24
29	26 1/2	25 1/2	24 1/2
30	26 1/2	25 1/2	24 1/2
31	25 3/4	24 3/4	23 3/4
Average	25.89	24.89	23.89
June, 1934	25.89	24.89	23.89
July, 1933	25.51	24.51	23.51

Save All Your Hay

Maryland farmers are likely to profit by saving just as much as possible of the unusually large hay crop in the state this year, in the opinion of F. W. Oldenburg, specialist in agronomy for the University of Maryland Extension Service. He states that instances have come to his attention in which farmers are considering leaving a portion of their hay crop unharvested, due to the fact that all the facilities of their farms ordinarily used for storing hay are occupied.

Mr. Oldenburg points to the fact that the hay crop is exceptionally short in large sections of the country and the demand for feed to care for livestock is almost certain to be very great. Already, he says, he is selling at high prices and he believes that the prices will increase.

College Senior: "What would you advise me to read after I have completed my course and graduated, Professor?"

Professor: "I would suggest the 'Help Wanted' page."

The way to distinguish between weeds and plants in the garden. Cut them all down. Those that come up again are weeds.

Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of June, 1934:

No. Inspections Made.....	1892
Special Farm Visits.....	187
No. Sediment Tests.....	1414
Bacteria Tests Made.....	4575
Special Tests Made.....	30
Days Special Work.....	48 1/2
No. Miles Traveled.....	27,962

During the month, 82 dairies were discontinued from selling for failure to comply with the regulations—55 dairies were re-instated before the month was up.

To date 289,619 farm inspections have been made.

Who Buys Our Milk?

Results of a Consumer Study Made in Philadelphia

THE NUMBER of people who drink milk regularly has, generally speaking, continued to increase during the past five years, despite the depression, according to the preliminary report of a survey of 3,413 Philadelphia families completed last week by Pennsylvania State College and the United States Department of Agriculture.

Twenty-three per cent more children of adolescent age drink milk regularly in 1934, compared with five years ago. With the exception of the Italian families, the children up to 13 years of age showed a decided increase in the number now drinking milk. There were 30 more colored children in each 100 who were drinking milk every day than in 1929.

The per capita home consumption of milk in Philadelphia averaged .60 of a pint per person as compared to .68 of a pint five years ago. The average weekly per capita consumption of fresh milk, at the time of the survey was 2.11 quarts. These figures for comparative purposes are based only on milk bought in the homes from distributors, and if amounts of milk consumed in hotels, schools, restaurants, etc., were included the present per capita consumption would presumably be considerably higher. The consumption of fluid milk in the suburbs was somewhat higher than in the city proper.

This survey was the third official study of milk consumption in this city. Previous studies have been made at five year intervals by the United States Bureau of Agricultural Economics, in cooperation with state and local agencies. Approximately every 12th home in certain selected areas was visited.

Effect of Income

The income of families showed a definite relationship to consumption. Almost without exception, as the income rises, a higher percentage of the various members of the families drink milk. In the higher income groups, families may have a better understanding of the nutritive value of milk. No doubt this fact has some influence upon their milk drinking habits. With the exception of the lowest income group, in which relief families were included, there was an increase in the amount of fluid milk consumed as the per capita income of the family rose to \$18.00 per week. Above that income, there was a slight decline in the per capita consumption.

Nationality a Factor

The Jewish families ranked highest in per capita consumption in practically all income classifications, with an average of 2.56 quarts per week. The Negro was the lowest consumer with a weekly per capita consumption of 1.57

quarts, and with few exceptions, the Mediterraneans were the next lowest consumers, regardless of income. Ninety eight percent of all Jewish families interviewed purchased fluid milk, 95 percent of the native Whites, and 87 percent of the Negroes.

The size of family also showed a definite relationship to per capita consumption of milk. Large families with low incomes consumed less milk per person than smaller families having a similar income. When the per capita income was above \$10.00 a week, the influence of size of family was not apparent.

As the proportion of children in a family increased, in the low income groups, the per capita consumption of fluid milk also increased. For example, in a family of 6 persons, the per capita consumption where there were only 2 children, was 1.71 quarts per person per week compared to 2.82 quarts where there were as many as four children. In families with medium income, the per capita consumption was higher than for families of similar size with lower income.

Other Dairy Products

The average per capita home consumption of cream was equivalent to .13 of a half-pint of light cream weekly. Only 15 percent of the families reported that they bought cream.

Of the families interviewed 44.5 per cent used some condensed or evaporated milk.

The average weekly purchase per family of the families using butter was 2.17 pounds, with those living in the suburbs using approximately 50 percent more butter than those residing in the city. Butter consumption increased from .42 pound five years ago to .43 pound in the present study.

According to the reports, only 1.2 percent of the families reported the use of any butter substitute. In the families using this product, the per capita average was presumably .31 of a pound weekly.

The average of those families which bought ice cream was 1.31 quarts weekly. The per capita consumption of all cheese was estimated to be .45 of a pound weekly in those families using cheese.

Where Purchased

In the survey just completed, 77 percent of the consumers interviewed purchased fluid milk 7 days a week, 15 per cent irregularly, and the remainder did not use the product. According to the reports, 89.5 percent of the milk used in homes in Philadelphia was sold from dealers' wagons. Nine percent of the consumers purchased from the stores only, and 19 per cent bought from both the wagon and the store.

Approximately two-thirds of the reasons given by those who purchased milk principally from dealers' wagons were that these consumers liked the doorstep delivery. Approximately one half the reasons given by the consumers for purchasing milk from the stores centered around the lack of need for a regular supply. Fourteen percent of the reasons among those purchasing from stores only concerned price. The most common reasons given by those families purchasing milk both from dealer's wagons and from stores was that they liked the doorstep delivery for a regular supply, but used the store for extra needs.

Grade of Milk

Of the reasons given for purchasing grade "A" milk, 38 percent showed preference for this particular grade because of its richness. One-fifth of the reasons was that the consumer wanted the best. Use of grade "A" for the baby accounted for 9 percent of its purchases.

The survey indicates the lack of a clear distinction in the minds of some consumers between the various grades of milk sold in the Philadelphia market. It was estimated that about 25 percent of the milk sold in the market was grade "A", 73 percent grade "B", and 2 percent other grades.

Knowledge of Price

In order to determine whether or not the consumer really knew the unit price paid for fluid milk, each person interviewed was asked how much per quart he paid for milk. Forty-seven percent named the retail price set by the Pennsylvania Control Board. Thirty-five percent named some other price which may be accounted for in three ways: First, the consumer may not know the grade of milk purchased; second, there may have been price cutting in the market; third, the consumer did not know the price paid for grade "A" milk. Approximately 18 percent of those interviewed stated specifically that they did not know the price they paid. Of those purchasing cream, approximately 70 percent did not know the price.

The findings of this survey are being received with much general interest. The survey was among the first to be completed in a number of cities where data on milk consumption is being collected for the United States Department of Agriculture. It is believed that Philadelphia will rank high among other cities in milk consumption.

Increase Needed

The present per capita home consumption is still far from that advocated by health agencies, according to nutrition experts of the Philadelphia Dairy Council, the educational organization of the dairy industry in this section. Nutrition authorities today advocate

the use of a quart of milk daily for children and a pint for adults. In these amounts may be included the use of other dairy products, exclusive of butter. More attention than ever is being centered upon devising means by which children can secure more adequate amounts of milk.

The fact that there has been a decline of only .08 of a pint—small in comparison with that suffered by many other food commodities—in the per capita consumption in Philadelphia since the consumption peak in 1929 is probably due to educational efforts of welfare and health groups. Educational activities conducted by the dairy industry in the Philadelphia market have been stressing to city consumers for 15 years the importance of milk, the one food for which there is no substitute.

From New Jersey

This is what they think of price fixing and production control on the east side of the Delaware. We think it just as true on the west side. The following quotation is from "Cow Testing Studies No. 90," issued July 24, by the New Jersey Agricultural Extension Service.

He Can't Let Go

What to do! It's not safe to drop a skunk once you have picked him up, neither is it safe to fix prices unless you control production.

Do your part! Don't increase your herd. The Control Board reports a 17 percent increase in milk production in New Jersey for last year. A similar increase this year will wreck any price control scheme.

A. M. Tarr

The Inter-State and the Delaware dairy industry lost a real friend with the passing early in July of A. M. Tarr of Seaford, Delaware. Mr. Tarr had ascended to the second floor of his home to inspect the damage done by a bolt of lightning when a second bolt struck the house, killing him instantly.

Always active in community affairs, Mr. Tarr had been secretary of the Seaford Local for several years. He was a breeder of Holsteins and a leader in cooperative work.

Pasture relief can be obtained in the parts of the milk shed which have not received normal rainfall by using winter rye or wheat for late fall and early spring pasture. Heavy seeding furnishes more grazing and reduces damage from trampling and erosion.

When you answer advertisements or buy products advertised in these columns, mention the Milk Producers' Review.

By-Law Changes, Market Conditions Considered

Mr. Welty reported on the hearing held by the Pennsylvania Milk Control Board at Harrisburg on July 2. He stated that little information of value was brought forth at the meeting and the few recommendations which were made were totally ignored by the Control Board when it did issue a new order. An increase in price was asked for in the Pittsburgh area but not granted in the order. Control Board order 13 was then discussed and its probable effects on the market were emphasized.

At the Saturday morning session Mr. Twining reported on the Field and Test Department activities, stating that more complaints are coming to his men from some quarters which is requiring additional checking up. Less "returned

Goodville, Penna.
July 20, 1934.

Price advances have been made in several markets. Most of the

ade million a year earlier. Trade out
ese is improving also with prices ra

Should drought conditions reduce materially the supply of these manufactured products and thus cause a general price increase, should release the pressure of low price milk on fluid markets. There is a grave danger, however, that any marked price increase would cause consumers to turn to substitutes with the loss of output which could be won back only with greater effort accompanied by price sacrifices.

City	Average Net Price	Basic Price
Akron	\$1.76	\$2.05
Milwaukee	1.44	1.83
Boston	1.56	2.21
Providence	2.45	2.90
Chicago	1.56	1.73
Minneapolis	1.36	1.66
New York City	1.28	2.15
Des Moines	1.28	1.66
Spokane	1.40	1.40

(x) Except New York quotations apply to 201-210 mile zone and Boston quotations to 181-200 mile zone.

Wisconsin dairymen received an average price of \$1.06 per hundred pounds on all milk sold during June, according to the Wisconsin Crop and Livestock Reporter issued by the Federal and State agricultural statisticians. Milk in cheese making brought \$1.14; butter, \$1.04; for condensed milk, \$1.33; and buttermilk was \$26 a pound.

Production per cow on June 1 is reported as almost a half pound under the figure for a year earlier and practically three pounds under the 1925 to 1931 average for that date. More cows are being milked than a year earlier resulting in a slightly higher milk production per farm, the increase being less than one percent.

How can we cool milk more rapidly with the ice water type cooling tank in which the cans of milk are immersed? experiment at Cornell University in which cans filled with milk 90 degrees were placed in water 50 degrees to which a small amount of ice was added gave some facts on the subject.

12 some facts on the subject.

11 One set of cans was not

10-12 turbed, neither the water

license. tank nor milk in the cans

accord- stirred. In another set of

milk was stirred every ten m

In a third set the water in t

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was stirred every ten minutes and in the fourth set both milk and water were stirred every ten minutes. Long-stemmed thermometers were lowered into the center of the can and were used to read temperatures.

Temperatures were read every ten minutes for an hour and the milk which was stirred and which was surrounded by water which was stirred showed the lower temperature at every reading, while the milk which was stirred with the water remained undisturbed, showing the second lowest temperatures. Next was the milk immersed in the water that was stirred. This showed that if only one or the other, the milk or water, stirred, quickest cooling will be obtained by stirring the milk but at the end of an hour there will be little difference in temperature.

The final temperatures at the end of one hour were 57.2 degrees where the cans where neither milk or water was stirred, 53.5 degrees where the milk only was stirred, 53.7 degrees where the water only was stirred and 50.4 degrees where both milk and water were stirred. The stirring of both milk and water is therefore slightly preferable but if the danger of contamination from opening the cans by stirring the milk is too great it is pointed out that stirring the water only should be satisfactory.



The illustration below shows the milking parlor and Combine Milking System in operation. This is the center of interest and the space around it is always packed with interested observers.

members of the family while at school or in restaurants. The survey covered 3413 families in 117 districts of the city.

The report of the quality control department of the Dairy Council was also given by Mr. Cohce. He stated that the Abbott Company is doing its own inspection work.

The future effect of such a practice was considered problematical.

A report on a meeting of milk producers held in West Chester the previous evening was then given by Mr. Price. An excellent crowd turned out and the meeting was almost unanimous against the control board order 13. One small

control board order 17. One small clique appeared to favor the order. A committee of producers representing every local was then appointed to protest certain provisions of this order.

Several times during the meeting the opinion was expressed that farmers throughout the milk shed are looking to this association for leadership and results in everything pertaining to dairy problems. This confidence in our association and

most parts of the territory but a few sections were badly in need of rain. Some difficulties in local markets were mentioned, such as low tests, slow pay, and desire to change markets. Sentiment toward the association is growing and getting stronger right along.

Plans for 1935 basics were discussed but no action was taken.

The directors voted to publish in the REVIEW a resolution expressing appreciation of the excellent work by A. A. Miller as editor of the REVIEW. Mr. Miller was forced to relinquish his duties because of ill health. This testimonial appears on page 2.

The amendments to the by-laws were again discussed and the request made that further study be given certain sections and that they be brought before the next meeting of the Board of Directors.

Ants are supposed to be the hardest working creatures in the world. Yet they seem to have time to attend all picnics.

From National Cooperative Milk Producers' Federation

MARKET	Prices f.o.b. City 3.5% Test			Butter-fat Diff- "B" milk	Retail price "B" milk
	Class I	Class II	Class III		
*Philadelphia.....	\$2.60	\$1.31	\$.86M	4c	11c
*Pittsburgh.....	2.24	1.31	.86M	4	10
Wheeling.....	2.10	1.20x	—	3	11
*N. Y. City (201 mile zone).....	2.445	1.40	1.45M	4	13
Des Moines.....	2.00	1.20	1.02	3	9
Washington, D. C.....	2.67	1.51	—	7	13
Baltimore.....	2.38	1.74	1.28	4.64	11
A Detroit.....	2.25	1.33	1.00	3	11
Milwaukee.....	1.85	1.33	.98	3	9
Chicago (191 mile zone).....	2.295	1.14	—	3.25	11
A Boston.....	2.25	1.15	.99	3	10
A St. Louis.....	2.00	1.27	1.00	3	11
A Minneapolis-St. Paul.....	1.60	pool	—	3	9
A Providence.....	2.96	1.14	—	2.6	12
A Los Angeles.....	1.925	1.54	1.33M	5.5	?
*Cincinnati (t).....	1.89	1.39	1.05	3	11
A Kansas City (t).....	1.75	1.31	1.05	4	10-12

* Under State Control Board supervision; A Under A. A. A. milk marketing license (f)—June prices; x Average of variations within class; n To be determined according to the following price classes, others not included.

Making Plans for Annual Meeting

The best program for the best annual meeting in the history of the association is the ambition of A. R. Marvel who has been appointed chairman of the committee to make arrangements for your 1934 annual meeting, scheduled for November 20-21.

This date was set by the Board of Directors at its meeting on July 20th. The important business of the meeting will be the election of nine directors for three-year terms. The full schedule of business will be included in the official call of the meeting which will be carried in the September REVIEW.

Mr. Marvel has appointed to the general committee the following men: Frederick Shangle, J. W. Keith, Chester Gross, Ivo V. Otto, M. L. Stitt and E. H. Donovan, all of whom are members of the Inter-State board of directors, and C. I. Cohee, secretary of the Philadelphia Dairy Council.

The program committee consists of B. H. Welty, as chairman, I. J. Ralph Zollers and E. M. Crowl. E. H. Donovan was named chairman of the entertainment committee and serving with him are J. W. Keith and Wm. Mendenhall. The banquet committee consists of Frederick Shangle, chairman, Ivo V. Otto and M. L. Stitt.

The women's committee has been planned so as to include representatives from the official family of the association, representatives from the field force and from the membership at large. The committee women include Mrs. Joseph Briggs of Yardley, Pa.; Mrs. E. C. Dunning, Chambersburg, Pa.; Mrs. Elizabeth McG. Graham, Philadelphia; Mrs. H. D. Kinsey, Quakertown, Pa.; Dr. Hannah McK. Lyons, Philadelphia; Mrs. A. R. Marvel, Easton, Md.; Mrs. B. H. Welty, Waynesboro, Pa. and one other member to be appointed from the membership. Mrs. Briggs has been named chairman.

Active work will be started by these committees well in advance of the annual meeting. Such preparation should assure an excellent program with details well worked out thus assuring every member present of the most in information and entertainment.

Chairman Marvel encourages members to send any suggestions they may have to the chairman of the committee concerned or to the Inter-State offices. He wants to know what type of program is wanted, both as to educational and entertainment features, and feels that the opinions of members should be a real help in developing such a program.

Pasture Care Pays

Research conducted at the Turner estate in Sussex county, New Jersey, has demonstrated that by special fertilizer applications and better management of pasturelands the New Jersey dairy farmer can cut his annual \$6,000,000 feed bill by \$1,250,000.

Through the use of lime, super-

phosphate, nitrogenous fertilizers, and manure, the Experiment Station scientists have extended the pasture season on treated grass lands by four weeks, and greatly increased the total yield of forage. Moreover, twice as many cows have been pastured on fertilized land than is possible on untreated pastures. Cost of fertilizer used has been more than offset by the value of the increased pasture yield, and the savings in cash that otherwise would have been spent for grain feeds.

In other experiments, hay yields were increased 65 per cent by fertilizer treatments. This hay, cut while immature and put through a dehydrator, was found to contain from 25 to 30 per cent more nutrients than hay from unfertilized grass land.

By-Law Changes Under Way

Work on the amendments to the by-laws of your association is actively under way. The committee authorized at your annual meeting on June 4th met on July 5th and thoroughly discussed the entire set of by-laws, recommending changes in ten of the fifty sections. The changes proposed in four of the sections are of major importance, and the other six clarify or simplify the sections affected.

The committee which was empowered to develop and recommend these changes was composed of Hon. John A. McSparran, Pennsylvania Secretary of Agriculture, as chairman, H. W. Cook and J. W. Keith of the Board of Directors, H. K. Martin, Goodville, Pa.; Kenzie Bagshaw, Hollidaysburg, Pa.; C. S. Whittaker, Alexandria, Pa.; and Chas. S. Hires of Salem, N. J. Its recommendations were presented to the Board of Directors at its meeting on July 20th and occupied a major place on the program of that meeting.

Section 3 which provides for rules of eligibility for stockholders and the distribution of voting power aroused considerable discussion. It was the consensus of opinion of the committee and of the directors that voting power should be confined more closely to active milk producers but opinions varied as to the best means of attaining this end. The board finally voted to refer this section back to the committee for further study.

Section 13 of the by-laws providing for the election of directors, their qualifications and their duties was another focal point of attention. The best way of staying within the law and providing for a more direct selection of directors summarizes the discussion. Further consideration of these points was requested before action would be taken.

The proposed amendment to section 25 would reduce the Executive Committee to seven members, six to be selected by the Board of Directors from its number, and the President of the Association.

The change in section 49 provides for a change in amending the by-

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We Protect You Under the New Responsibility Law

The new Financial Responsibility law may cause you to believe, without such an increase there can be no increase in Class 1 prices. Feed prices, however, may go so high as to force such an increase in spite of consumer resistance.

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laws by the members at our annual meeting.

These amendments together with the others, which are of minor importance, will be covered in the REVIEW when finally approved and passed by the Board.

Overcapitalization is working a severe hardship on many New Jersey farmers, facing them continuously with the possibility of loss of their farms, it was brought out recently at a meeting of the Governor's Emergency Farm Mortgage Committee of New Jersey.

"Be kind to insects", says a writer. We never lose an opportunity of patting a mosquito on the back.

Singleone: "When I marry, I'm going to lay down the law to my wife."

Benedick: "Possibly so, but you'll accept all her amendments."

"Mastitis & Garget"

Make your own tests of samples of milk from your cows to determine the condition of the udder.

A COMPLETE TESTING KIT WITH ENOUGH SOLUTION TO TEST 125 COWS FOR

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INTER-STATE

Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION

West Chester, Pa., and Philadelphia, Pa.

Vol. XV

Dairy Markets Are Uncertain

THE IMMEDIATE FUTURE of dairy prices shows less encouragement than we would like to believe. We see no near prospect of higher retail milk prices and without such an increase there can be no increase in Class 1 prices. Feed prices, however, may go so high as to force such an increase in spite of consumer resistance.

Production in the Philadelphia Milk Shed has held up to normal or slightly above. A slightly larger number of cows are reported and production per cow on August 1st is reported as above average in both New Jersey and Delaware, above 1933 but below average in Pennsylvania and below previous years in Maryland. Those sections of Pennsylvania and Maryland which lie within the Philadelphia Milk Shed have been favored with better weather than the remainder of those states therefore indicating a higher production over most of the shed. This situation is also shown by government reports which state that supplies of local cream are more plentiful. This cream has found sale at satisfactory prices only because of a strong butter market.

Production Holds Up

In spite of the drought in the midwest and rising feed prices in the east government reports show that more milk is being delivered by each producer in almost all large markets that have reported for July. Seattle reports smaller average shipments in July following a period of heavy production in the spring.

It does appear that higher prices may be paid in this area for milk that is used for cream or manufacturing purposes. Butter has advanced about three cents over a month ago altho a little weaker in price the last week than in mid-August. With all milk except Class 1 based on butter, this price rise, if held, should bring a fair increase for any surplus.

The producer who depends upon purchased feeds will not be in a position to get any real benefit from such increases. His feed bill is likely to absorb any extra price he will get.

Dairymen living in the drought areas are facing short feed supplies and they will be competing directly with all others for their feed supply. Many farmers in those sections have pastured or barn fed much of their winter's supply, leaving them

with extremely short rations. This will force the use of lower grade substitute feeds next winter and perhaps compel further drastic reduction in their herds. In spite of these reports of feed shortage, production has been maintained at very near and in some places above the 1933 level.

Some Price Increases

Advances have already taken place in many of those markets and are expected in others. This

the first seven months of this year. Although butter production was high in July, being only 2.5% or 4.5 million pounds under July, 1933, it is not certain that this will continue. The drought continued in the butter states and many farmers are said to have salvaged damaged feed crops by feeding them at once thus holding up production. Every indication points to a short feed supply throughout the butter sections which must mean a reduced butter output until the next pasture season arrives. A high of 28.5 cents a pound for 92-score butter was reached on August 16th, the highest price since December 30, 1931, when it was 29 cents. Prices have since receded

Production Going Up

EIGHT PERCENT more milk came into Philadelphia during August and 9 percent more during the week before Labor Day than for the corresponding periods in 1933, according to the government market news service reports. Cream receipts were 11 percent less in August and 8 percent less for the week before Labor Day while condensed milk receipts were 10 percent and 9 percent more, respectively.

Cream receipts from the milk shed, or more specifically, cream received from points in Pennsylvania, New Jersey, Maryland, Delaware and West Virginia increased drastically, being 26 percent more in August and 76 percent more than during the week before Labor Day than a year earlier. In the same periods receipts at Philadelphia of condensed milk from the same area increased 19 percent and 36 percent.

Western cream receipts dropped 33 percent in August and 55.7 percent in the week before Labor Day, condensed milk from the west dropping 13 percent and 65 percent in the same period.

Total milk equivalent shows a 1.7 percent increase of receipts from all points, an 11.4 percent increase from the milk shed, and a 32 percent drop from the west for the month of August. The week before Labor Day shows a 3.6 percent increase in total receipts, a 19 percent increase in receipts from the milk shed and a 56.1 percent drop in receipts from territory west of Pennsylvania.

Butter dropped 1 3/4 cents between September 1st and 5th, showing the effect of abundant supplies. This will reduce cream and manufactured milk prices.

appears to have stimulated production, temporarily at least. The effect of these advances on milk sales is uncertain at present. Unless industrial employment picks up and city purchasing power gains we cannot expect sales to absorb the probable increase in production resulting from such price advances.

Prospects for manufactured dairy products indicate higher prices during the next eight months. Butter storage stocks were 28% lower on August 1st than on the same date last year, and were 19% under the 5-year average. Production of butter was 8.1% under 1933 for

to 27.5 cents which level can be maintained, we believe, only if butter production is reduced.

More Cheese

Cheese production shows a slight gain in the first seven months of 1934 which resulted in a sharp drop in prices in July but which have since recovered. Storage stocks of cheese were about 12.3% larger on August 1st, than a year earlier and about 12.1% above the five-year average.

Evaporated milk supplies in storage are well above a year ago

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Ithaca, N. Y.
W. C. Bond
Cornell University

No. 5

but below the five-year average. Production is below last year which is helping maintain a steady price.

It is doubtful if butter or cheese prices can advance much more because of the possibility of imports. Recent butter prices approached the limit of the tariff over London prices. Should that limit of fourteen cents be reached foreign butter will come here in spite of the tariff and hold prices near that margin over the prices in large European consuming centers. Abundant foreign supplies indicate low foreign prices. Cheese prices will be held in line in a similar manner.

There is also the prospect that if and when butter prices go above what certain consumers consider a fair price those consumers will turn to oleomargarine.

Cattle Buying Helps

The cattle buying program of the government is well under way and should have a long-time beneficial effect. The immediate effect will depend upon how many of the seven or eight million head to be purchased are dairy animals. Farmers facing an acute feed shortage are expected to reduce their herds sharply, even at canner prices, before winter sets in which should help reduce dairy cow numbers. In addition fewer heifer calves are being raised and fewer yearling heifers are reported. This makes the long - time prospect appear brighter as it indicates we are definitely started on the down trend of dairy cow numbers. It has been found that we usually have a seven year period when the number of cows in the country increases and it looks as though the last year covered the peak of the increase.

Getting back to the immediate situation, the drought has not reduced production as much as expected. In fact, many sections, even in the sections classified as drought areas, have reported increased production. No satisfactory explanation has been advanced for this unexpected result. It is possible that the potential capacity to produce is now being used more fully. To explain further, production per cow was increasing slowly but steadily for years, due to better breeding, better feeding and weeding out of low producers. The depression with its low dairy cow and dairy product prices halted the results of this improvement but possibly it is coming to the surface again under present conditions which are forcing better dairy practices.

Indemnity Available For Bang's Reactors

DO YOU HAVE any cows afflicted with Bang's disease (commonly called contagious abortion)? Do you even suspect the presence of the disease in your herd? Or do you want to find out about it, and if free of the disease, have the satisfaction of knowing for a fact that your herd is healthy in that respect.

You can now have your herd tested free of charge and if any animal is found to be infected you can receive cash payment for getting it out of your herd.

This testing program was developed by the Bureau of Animal Industry of the U. S. D. A. upon the recommendation of the A. A. A. as one means of reducing dairy production. The aid of most state departments of agriculture has been secured in putting it across.

Plenty of arguments can be found in favor of testing for this disease under the plan offered. First, an indemnity of up to \$20.00 may be paid for grade animals found infected with the disease and up to \$50.00 for purebreds. Second, the owner gets the market value of the animal in addition to the indemnity. Third, the testing will be done without cost. Fourth, it will remove most of the animals which are not sure breeders and therefore an actual or a potential source of cash loss. Fifth, it will get rid of many of the cows which are susceptible to mastitis, or garget, Bang's disease and mastitis having been found to occur together in a large number of cases. Sixth, getting rid of the disease will permit quicker building up of an efficient producing and profitable herd.

Full indemnity is available only when the appraised value, less the salvage value upon slaughter, equals or exceeds the maximum indemnity offered. For example, a purebred cow is appraised at \$80, the net return from slaughter is \$23, leaving \$57, but \$50 would be the indemnity paid. However, if the same cow had been appraised at \$75 the owner would have received \$75 less \$28, or \$47. In other words, only those animals which are appraised at full indemnity plus enough to cover full salvage value will draw the full amount allowed for indemnity.

Mention of this test was made on page 8 of the August issue of the MILK PRODUCERS' REVIEW. We wish to repeat here certain rules governing the test which were included in that article.

The owner agrees (1) to market for slaughter under State or Federal supervision, all heifers over six months old, cows or bulls, that react to the agglutination test which will be used.

(2) To confine new animals added to the herd, as far as practicable, to virgin animals and to those from herds known to be free of Bang's disease.

(3) To continue blood testing the animals in his herd in accordance

with the accredited Bang's disease herd plan of his state.

(4) To clean and disinfect his premises under supervision after the removal of reactors.

This is all agreed to in the written agreement signed by the herd owner. Such an agreement can be obtained from any Federal veterinarian or state official who is co-operating in this campaign. County agricultural agents can also be called upon for assistance.

No assurance is given as to the length of time during which indemnities and free veterinary service will be available. This has been established as an emergency program with a limited appropriation. It is up to the Inter-State members to take advantage of it or leave it alone as they individually may desire. If you want it, however, act quickly so as to be sure of getting the indemnity on infected animals.

Pennsylvania Ranks High in Cow Testing

In a summary of the records of dairy herd improvement associations for 1932-33 the Bureau of Dairy Industry of the United States Department of Agriculture reports Pennsylvania second in number of associations and total cows tested. The Keystone state had 85 associations and 18,992 tested.

Milk production averaged 8,205 pounds a cow and the butterfat average was 325 pounds. The value of the product was \$158 and the cost of feed \$64 per cow, leaving \$94 for labor and the other costs of housing and maintaining the dairy cow.

The Pennsylvania average milk production was 356 pounds above the nationwide association average per cow, and the butterfat figure for this state exceeded the national average by 12 pounds. The feed cost per cow in Pennsylvania was \$12 greater than the average for the country, the value of the product \$27 more, and the return above feed cost \$15 greater than the average for cows in all associations of the country.

Beltsville Designated As Research Center

Secretary Wallace has designated the field activities at Beltsville and at Bell, Md., as the "Beltsville Research Center of the Department of Agriculture" and named Dr. E. N. Bressman as temporary director. This action brings together under one administrative head most of the field activities of the Department in the vicinity of Washington. The Beltsville Research Center, comprising about 4500 acres, about 15 miles north-east of Washington, is destined to be developed as the principal ex-

perimental area under control of the Department and as the largest and most completely equipped plant for the scientific study of agriculture in this country.

Already 10 bureaus of the Department are conducting or are definitely planning activities in this area. The policy of the Department will be to continue concentrating all the field work of this nature at Beltsville. The new center will be organized to control the whole area and will include the plant introduction garden at Bell.

Considerable building has been done in the last year or two, both as a part of the regular program of the Department and more recently under several emergency funds for stimulating employment. Additional buildings will be required to house activities that will be shifted to this area as conditions make the moves desirable.

Farm Price Index Up Seven Points

An increase of 7 points, from 80 to 87, in the index of prices received by farmers for the month ended August 15, was reported on August 29th by the Bureau of Agricultural Economics. This is the largest monthly increase since the early summer of 1933 and places the index 15 points higher than a year earlier and at the highest level recorded since April, 1931.

In the month the increases in the various groups of products were as follows: Grains, 15 points; chickens and eggs, 11 points; cotton and cottonseed, 8; dairy products, 3; meat animals, 2. The index for fruits and vegetables declined 3 points as a result of the sharp decline on apple prices when new-crop supplies became available.

Compared with prices a year ago, cotton and cottonseed were up 36 points; grain 26 points; chickens and eggs, 17; dairy products, 8; and meat animals, 5. The mid-August indexes for grain, and cotton and cottonseed exceeded their pre-war average for the first time since the summer of 1930 but still were about 16 points short of parity figures for this month. The August 15 price index for fruits and vegetables was 20 points lower than a year earlier, however, due to the sharp reduction in the farm price of potatoes.

The exchange value of farm products measured by prices for commodities farmers buy increased 3 points during the month, ended August 15. At 71 percent of pre-war in mid-August, the ratio of prices received to prices paid by farmers was 7 points higher than a year earlier and equalled the temporary peak recorded in July of last year. Except for July 1933, the August 15 index of exchange value reached the highest level recorded since December 1930.

Professor (at conclusion of exams): "Now, pass all your papers to the end of the row; have a carbon sheet under each one, and I can correct all the mistakes at once."

National Federation Meets In November

Control Board Hearing New Order in Making

A new order from the Pennsylvania Milk Control Board will be presented before this issue. The REVIEW went to press but its eighteenth annual meeting, not materialize. Order 13, however, announced on Friday, July 13, was cancelled just one month before its order 16 which, in effect, cancelled every section of the stored order 8 with its later amendments.

Your association's officers have been in touch with members of the Control Board at various times. The sales manager of your association, Mr. H. D. Allebach, is a failed to develop and on August 15 at which all interested parties would be permitted to present testimony, either oral or written.

The announcement stated that the order could be developed by the Control Board after the hearing. The new order, it is planned, will replace all prior orders and establish trade practices and rates of payment.

All testimony at the hearing will be under oath and a stenographic record will be made for inspection at the office of the Control Board after the hearing. Particular attention is given six points at the hearing: (1) Minimum prices to be paid to producers for milk, including questions of freight differentials and any other deductions; (2) Minimum prices to be paid to consumers for milk, cream, and buttermilk; (3) Minimum wholesale prices for milk, cream, and buttermilk; (4) Designation of new marketing areas; (5) Sales quantity control; (6) Designation of a Pennsylvania milk shed.

Your association's officers are recommending to the Control Board that it include in the new order provisions as will insure every member, and all other producers, market for all their milk, assume them of as good a price for all milk needed for fluid trade as conditions permit. Definite plans for 1935 are also being requested. There is no way of immediately increasing the acreage of wild hay, which produce less than 15,000,000 tons annually.

The present and future shortage of hay can be partially solved, says Dr. Pieters, "by saving every available acre of grasses and legumes for future use, even if such hay will not be needed by the farmer who cuts it or by farmers in that part of the country. There will be a market for the better grades of hay in the drought areas. Hay of poorer quality can be fed profitably at home."

An old-timer is one who can remember when baloney was for food and not a political implement.

OFFICIAL NOTICE

18th Annual Stockholders' Meeting of the INTER-STATE MILK PRODUCERS' ASS'N at the Broadwood Hotel, Philadelphia, Pa. November 20-21, 1934

In accordance with the by-laws, the stockholders of the Inter-State Milk Producers' Association will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, on Tuesday, November 20, 1934, at 10:00 A. M. for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and for the transaction of such business as may be necessary.

B. H. WELTY, President
I. RALPH ZOLLERS, Secretary

A complete program of the meeting will be announced in the November issue of the Inter-State MILK PRODUCERS' REVIEW.

Directorships to be filled

The terms of the following named directors will expire at the time of the forthcoming annual meeting. The local units which each represents are given herewith for the information of all members.

JOHN S. REISLER, District 9	Cecil Co., Md.
Bay View,	Cecil Co., Md.
Cecilton,	Cecil Co., Md.
Elkton,	Cecil Co., Md.
Providence,	Cecil Co., Md.
Rising Sun, Belvedere,	Cecil Co., Md.
J. W. KEITH, District 10	Queen Annes Co., Md.
Centerville,	Caroline Co., Md.
Goldboro, Maryland,	Queen Annes Co., Md.
Sudlersville,	
WM. C. MENDENHALL, District 12	Chester Co., Pa.
Anselma,	Chester Co., Pa.
Barneston, Brandywine Manor,	Chester Co., Pa.
Byers, Font,	Chester Co., Pa.
Coventryville,	Chester Co., Pa.
Downingtown,	Chester Co., Pa.
Elverson,	Chester Co., Pa.
Honey Brook, Dampman,	Chester Co., Pa.
Lyndell,	Chester Co., Pa.
Kimberton,	
II. B. STEWART, District 17	Huntingdon Co., Pa.
Alexandria, Juniata Township,	Mifflin Co., Pa.
Allensville,	Huntingdon Co., Pa.
Calvin,	Huntingdon Co., Pa.
Marklesburg, Saxton,	Huntingdon Co., Pa.
McAlevys Fort,	Huntingdon Co., Pa.
McConnellstown,	Huntingdon Co., Pa.
Shade Valley,	Huntingdon Co., Pa.
Shaeffers Creek,	Huntingdon Co., Pa.
Shirleysburg,	Huntingdon Co., Pa.
Spruce Creek,	Huntingdon Co., Pa.
Warriors Mark,	Huntingdon Co., Pa.
M. L. STITT, District 18	Mifflin Co., Pa.
Belleville,	Juniata Co., Pa.
Church Hill,	Juniata Co., Pa.
Cocolamus,	Juniata Co., Pa.
East Waterford,	Mifflin Co., Pa.
Lewistown,	Juniata Co., Pa.
McAlisterville,	Juniata Co., Pa.
McCoysville,	Mifflin Co., Pa.
McVeytown,	Juniata Co., Pa.
Mifflintown,	Juniata Co., Pa.
Milford,	Mifflin Co., Pa.
Milroy,	Juniata Co., Pa.
Spruce Hill,	Juniata Co., Pa.
Thompsontown,	Juniata Co., Pa.
Vandyke,	Juniata Co., Pa.
Walnut,	
J. C. SUTTON, District 19	Kent Co., Md.
Chestertown,	Kent Co., Md.
Kennedysville, Blacks,	Kent Co., Md.
Massey,	Kent Co., Md.
Millington,	Kent Co., Md.
Ridgely,	Caroline Co., Md.
Worton,	Kent Co., Md.
C. H. JOYCE, District 20	Burlington Co., N. J.
Columbus, Jobstown,	Burlington Co., N. J.
Mt. Holly,	Burlington Co., N. J.
Pemberton,	Burlington Co., N. J.
Vincetown,	Burlington Co., N. J.
Wrightstown,	Burlington Co., N. J.
S. U. TROUTMAN, District 21	Bedford Co., Pa.
Bedford, Osterburg,	Bedford Co., Pa.
Everett,	Bedford Co., Pa.
Friends Cove,	Bedford Co., Pa.
New Enterprise,	
ASHER B. WADDINGTON, District 24	Camden Co., N. J.
Camden, Gloucester,	Cumberland Co., N. J.
Deerfield Street,	Salem Co., N. J.
Quinton,	Salem Co., N. J.
Salem,	Cumberland Co., N. J.
Shiloh,	Salem, N. J.
Whitstown,	

Blending at Milk Plant Urged for Distributors

Dairymen should convince dealers that it is to their own interests, as well as to those of the dairymen themselves, to blend high and low test milk at the creamery rather than have the farmer enter the dangerous practice of cross-breeding, in the opinion of E. A. Gauntt, extension dairyman for the N. J. Agricultural Experiment Station.

"It would be to the advantage of dealers to persuade farmers to put on entire herds of high-testing cattle, and to let farmers who have herds of Holsteins continue supplying low test milk," Mr. Gauntt believes. "Milk testing 4.5 percent fat or higher could then be blended at the creamery with 3.5 percent milk, rather than requiring each farmer to maintain a strictly 4 percent average."

"It is to the dealer's own interests to do this, because a farmer having two different breeds eventually would have a herd of scrub cows instead of a graded, economically producing herd."

"It will take cooperative effort on the part of the dairy farmers if this objective is to be obtained with the dealers, but it is for their own interests and is a project which must be completed successfully if New Jersey's high standing among dairy states is to be maintained."

Federal Scientists Cure Prussic Acid Poisoning

An effective cure for prussic acid poisoning of livestock has been discovered by veterinary scientists of the United States Department of Agriculture. Sodium thiosulphate alone or, better yet, in combination with sodium nitrate, if administered in time, will save the lives of animals poisoned by eating plants which for one reason or another have developed prussic acid or hydrocyanic acid. Treatment should be by a skilled veterinarian, and the Bureau of Animal Industry is informing the profession as to the technic of administration and essential results of the experimental work.

Hydrocyanic acid does not develop in dangerous quantities in healthy growing plants but does develop in many valuable forage plants when normal growth has been retarded or stopped by drought, frost, bruising, trampling, wilting, mowing, or other cause. Many plants develop some hydrocyanic acid but, under practical conditions, only a few are actually dangerous. Among the more widely distributed of these are the sorghums, Johnson grass, flax, arrow grass, Sudan grass, wild black cherry, and wild chokeberry (not the chokecherry, which is a different species).

Western cattle brought into New Jersey for grazing this fall must be tuberculin tested and treated to prevent any development of shipping fever, according to a ruling established by the State Board of Agriculture.

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"The distributive system is based on highly organized corporate action. The farmer playing a lone hand will lose out in the market place even though he be superlatively successful as a producer."—**DR. GLENN FRANK, President of the University of Wisconsin.**

Control Board's Next Job

Turn to page 1, read the article "Production Going Up." Briefly, that article reveals that there was 11.4 percent more milk, or the equivalent of milk in cream and condensed milk, shipped to Philadelphia from the Philadelphia Milk Shed during August and 19 percent more during the week of August 26-September 1, than during the corresponding periods in 1933. It shows that there is milk in this area and it is doubtful if the capacity to produce has even been approached.

This situation carries a warning that production must be controlled or we will break our own market. We believe one reason for these heavy receipts can be found in the failure of the Pennsylvania Milk Control Board to state the basis of fixing basics for 1935. No producer can be criticised for not holding down production if, by doing so, he may penalize his future income.

The method of determining basics for 1935 should be the immediate concern of the milk control board. Delay may break our market. We trust their ability to adopt a fair and equitable plan.

One more comment—without the basic-surplus plan we are convinced production would run wild with heavy feeding and importation of cows—everyone striving to cash in before the other fellow gets wise to the chance.

And finally, the one pleasing feature to our own producers is that his cream has crowded out such a large proportion of the western cream, bringing to him some of the cash that formerly went west.

Helping the Farmers

It looks like the same story. Everyone wants to help the farmer, everyone is in favor of "farm relief." A lot of praise greets new legislation designed for that purpose and much of this praise comes from "big" business men. "Help the farmer and you help business" is their motto when the ink is still wet on the signature to the relief laws.

But all such legislation has in common one vulnerable spot—the pocketbooks of those same "big" business men. The Federal Farm Board suffered such a fate and became the victim of organized propaganda against it. The real charge against that board impresses us as being its intention to strengthen agricultural co-operatives. The Farm Board picked an unfortunate time to be born—just before the worst depression in the memory of living men. So it was blamed for falling farm prices and losses on its holdings and its original motives were scrapped because of political pressure.

Now comes the A. A. A. and again efforts to help farmers are criticized—by those who may lose a little directly but stand to gain much more through the general business improvement that a strong agriculture would bring. It often appears that the only parts of A. A. A. which get support from a certain part of the public are those divisions which show little or no sympathy for agricultural co-operatives.

In Retrospect

August 31st, just one year since the editor of the MILK PRODUCERS REVIEW came to Philadelphia to start work on this publication.

The air was blue at that time—blue with hot words, with statements which were aimed at clouding the real issues, at assassinating reputations of men prominent in the milk business. The air continued blue for months, but as winter came and the situation cooled off the blue disappeared, the atmosphere cleared, the truth once more became visible.

Threats, accusations, half-truths, wild promises—all were used to becloud the true issues. What has become of them?

You know the answer—nothing. There was no graft, there was no betrayal as enemies of the Inter-State seemed to imply by indirection. The rosy promises of those same enemies evaporated into thin air when exposed to the merciless sun of sense and sound business.

What was the good of it all? Just this—and only time can tell whether it was worth the cost. It showed up a lot of would-be farm leaders in their true colors and as unworthy of our trust. We hope it has rid the Philadelphia milk shed of their undesirable influence.

Other than that the whole affair has been an expense to you and your association. It has interfered with your officers and employees in the rendering of service.

Enough of This

AGAIN PRODUCERS have been asked to keep milk at home—a loss to them. Certain dealers have asked them to do this rather than take a loss of a few cents a hundred pounds.

Bargaining must now be handled through the control board. This ties your association's hands and no price can be set on a notice which will move your milk. Instead, the control board be approached by telephone, by personal visit, more phone calls, more visits, all at great expense—only to be greeted by unwieldy useless delays.

It is contended that there is too much milk. Governmental action appear to support this contention (See page 1). It is also contended that milk in excess of fluid and cream needs is handled at a loss by the buyer. In fairness to those distributors we must say that they have been handling a larger share of the surplus over fluid needs than almost all other distributors.

We consider this a rash action. It penalizes all, regardless of their level of production. It compels the man who keeps producing down to his basic, or even to the Class 1 percentage of his basic, to keep milk at home one day a week so that the irregular production of the man who has added cows to his herd may sell 30 or 40 per cent above his basic for six days a week. Those producing and those who are not are penalized for the effect of their surplus.

The blame for such a practice must be carried jointly by the distributors and the control board, the former for the unfair dealing of this sudden action and the latter for its procrastinating delay in issuing a new order so that dealers might know future policies and producers might know future attitudes on prices and production control.

Amendments Approved

We are giving you in this issue the revisions of the by-laws which were approved by your Board of Directors at its meeting on September 7th and 8th, 1934. These amendments were proposed at the meeting on July 20th and 21st.

The big majority of members, we believe, will recognize that the board members were sincere in their efforts, that they did the best possible in the face of conflicting demands. Even so, some will be disappointed, feeling that the board didn't go far enough. Others will believe the changes, or some of them, were not needed.

The fair thing to do is to give the revisions a fair trial. Let's see how they work before criticizing them—and before declaring that the changes will eliminate all friction. Further changes may be needed soon, will be needed from time to time.

In the meantime, study the changes, especially in sections 3 and 13. It is to the advantage of all members to familiarize themselves with the provisions which regulate membership and the nomination of directors. The revised sections of the by-laws with impartial comments on them are given on page 5.

Confidence

Milk producers are showing confidence in your association and in its policies. An indication is the large number of new members who have recently signed membership contracts.

In Chester County alone, 65 have joined during the last several weeks. The herds owned by these members total more than 1000 cows.

They are established producers, who, though producing milk, had not joined previously. It appears that they feel the need for coopera-

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St.,
Philadelphia, Pa.

Representing over 22,000 Dairy Farms
in the Philadelphia Milk Shed

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Wm. Mendenhall, Frank P. Willis

Amendments to By-Laws

Approved September 7-8

THE AMENDMENTS to the by-laws of the Inter-State Milk Producers' Association which were given were proposed to the Board of Directors at its regular meeting on July 20-21 and were approved by the Board at its meeting on September 7-8.

Amend Section 3 by striking out and insert the following:

Section 3. Each person or persons contributing to stock of the corporation shall pay \$2.50 per share. Such person or persons shall be stockholders of the corporation upon payment of said sum and be entitled to vote and to receive dividends thereon by the by-laws and any amendments or more above his basic for six days a week. Those producing and those who are not are penalized for the effect of their surplus.

All stock held by individuals, firms, or corporations who cease active production of milk for a period of one year or more may be redeemed at par (or less, if so offered) the corporation upon ten days' notice.

Where stockholders who are still producing milk desire to withdraw they shall surrender their stock and contracts, and the paid in capital of said stock shall be deducted from the capital account and added to the surplus fund of the corporation.

The amendment to this section provides against any member taking out more stock in the association than the size of his herd will justify, thus preventing wholesale buying so as to exercise undue influence in voting. It also permits the stock owned by members who are no longer active producers and it provides for cancelling the stock and membership of those who desire to withdraw from the association. It prevents anyone from being a stockholder who does not sign a sales contract.

Amend Section 4 by substituting the following:

Section 4. All meetings of the stockholders shall be held in the city of Philadelphia, Pennsylvania, or at a place to be designated by the Board of Directors.

This change permits the holding of stockholders meetings at any place the Board of Directors may designate, rather than in Philadelphia only, as heretofore.

Amend Section 5 by cutting out the last sentence beginning—

"At said annual meeting - - -" The content of this sentence is covered elsewhere in the by-laws.

Amend Section 13 by substituting the following:

Section 13. (a) The property and business of this corporation shall be managed by its Board of Directors. They shall be elected by the Stockholders at the Annual Meeting of Stockholders of the corporation.

(b) The territory of the Inter-State Milk Producers' Association shall be divided into twenty-seven districts, each represented by one director as follows:

DISTRICT 1—Center Point, Limerick, Palm, Pottstown, Red Hill, Trappe and Zieglerville in Montgomery Co.; Boyertown in Berks Co., Pa.

DISTRICT 2—Cambridge - Church Creek and Hurlock-Federalburg in Dorchester Co., Md.

DISTRICT 3—Campbelltown, East Hanover, Fontana, Frederickburg-Jonestown, Lickdale, Mill Creek, Mt. Zion, Myerstown, North Annville-Palmyra and Schaefferstown-Iona in Lebanon Co., Pa.

DISTRICT 4—Heidelberg, Limeport, Lynndale, Richsville, Shoemakersville-Northampton, Steinsville and Trexlerstown in Lehigh Co.; Hecktown, Saucon and Seipsville in Northampton Co.; Kempton in Berks Co., Pa.

DISTRICT 5—Christiana, East Earl, New Holland, Lampeter-West Willow, Leola, Litz-Neffsville, Mount Joy, Paradise, Stevens, Strasburg and Witmer in Lancaster Co., Pa.

DISTRICT 6—Kirkwood, Middletown, Newark-Appleton, Talleyville and Townsend in New Castle Co., Del.

DISTRICT 7—East Dover, Felton, Harrington, Kenton and Smyrna-Clayton in Kent Co.; Dagsboro, Delmar, Nassau and Seaford in Sussex Co., Del.

DISTRICT 8—Barlow, Biglerville, Bonneauville, Gettysburg, Hampton, Littlestown-Two Taverns and New Oxford in Adams Co., Pa.; Airville, Davidsburg, Emigsville, Hanover-Nashville, Stewartstown and York-Llellam in York Co., Pa.; Harney in Carroll Co., Md.

DISTRICT 9—Bay View, Cecilton, Elkton, Providence and Rising Sun-Belvidere in Cecil Co., Md.

DISTRICT 10—Centreville and Suddlersville in Queen Anne's Co.; Goldsboro and Maryland in Caroline Co., Md.

DISTRICT 11—Cordova and Easton-McDaniel in Talbot Co.; Preston and Chestnut Grove in Caroline Co.; Princess Anne in Somerset Co.; Snow Hill in Worcester Co.; Queen Anne in Queen Anne's Co., Md.

DISTRICT 12—Anselma, Barneston-Brandywine Manor, Byers-Front, Coventryville, Downingtown, Elverson, Honeys Brook-Dampman, Lyndell and Kimberlin in Chester Co., Pa.

DISTRICT 13—Barnitz, Boiling Springs, Brandsville-Dillsburg, Carlisle, Lees Cross Roads, Longsdorf, Mechanicsburg, Newville and Shippensburg in Cumberland Co.; Linglestown and Lykens Valley in Dauphin Co.; Duncannon, Ikesburg, Loysville-Blain and Wila in Perry Co.; Millville in Columbia Co., Pa.

DISTRICT 14—Avon-Grove, Coatesville-Pomeroy, Doe Run, Kennett Square-Unionville and West Chester in Chester Co., Pa.

DISTRICT 15—Barto, Bethel, Fleetwood, Klinesville, Lyons Station, Oley, Shurtlesville, Shoemakersville, Topton and Virginville in Berks Co.; Lakeside in Schuylkill Co., Pa.

DISTRICT 16—Everettstown, Kingwood-Baptistown, Mt. Pleasant, Ringoes and Sergeantstown-Stockton in Hunterdon Co.; Harborton, Hopewell, Pennington-Ewing and West Windsor in Mercer Co.; Cream Chesterfield in Burlington Co.; Cream Ridge in Monmouth Co.; and Stewartsville in Warren Co., N. J.

DISTRICT 17—Alexandria - Juniata Township, Calvin, Marklesburg-Saxton, McAlveys Fort, McConnellstown, Shade Valley, Shaeffers Creek, Shirleyburg, Spruce Creek and Warriors Mark in Huntingdon Co.; Allensville in Mifflin Co., Pa.

DISTRICT 18—Church Hill, Cocolamus, East Waterford, McAlisterville, McCosyville, Mifflintown, Milford, Spruce Hill, Thompsonstown, Vandyske and Walnut in Juniata Co.; Lewistown, McVeytown, Milroy and Belleville in Mifflin Co., Pa.

DISTRICT 19—Chesterstown, Kennedysville-Blacks, Massey, Millington and Worton in Kent Co.; Ridgely in Caroline Co., Md.

DISTRICT 20—Columbus - Jobstown, Mt. Holly, Pemberton, Vincentown and Wrightstown in Burlington Co., N. J.

DISTRICT 21—Bedford - Osterburg, Everetti, Friends Cove and New Enterprise in Bedford Co., Pa.

DISTRICT 22—Curryville, Hollidaysburg, Sinking Valley and Williamsburg in Blair Co.; Cresson in Cambria Co.; Port Matilda in Center Co., Pa.

DISTRICT 23—Burtonville, Chalfont, Doylestown, Hagersville, Ivyland, New Hope-Solebury, Newtown-Bristol, Pleasant Valley, Plumstead-Dublin, Quakertown, Riegelsville and Wycombe-Buckingham in Bucks Co., Pa.

DISTRICT 24—Quinton, Salem and Woodstown in Salem Co.; Deerfield Street and Shiloh in Cumberland Co.; Camden-Gloucester in Camden Co., N. J.

DISTRICT 25—Beaver Creek, Clear Spring, Hagerstown, Keedysville and Lappans-Fair Play in Washington Co., Md.; Middletown in Frederick Co., Md.; Chambersburg, Mercersburg, Path Valley and Waynesboro in Franklin Co., Pa.; Fulton County in Fulton Co., W. Va.; Moorefield in Hardy Co., W. Va.

DISTRICT 26—Chadds Ford, Concordville, Media and Village Green in Delaware Co., Pa.

DISTRICT 27—Cochranville, Oxford and Kemblesville-Landenberg in Chester Co.; Quarryville and Southern Lancaster in Lancaster Co., Pa.

The Board of Directors shall designate a standing committee on districts which shall have continuing supervision of maintaining practical parity among the districts subject to triennial redistricting, starting at Annual Meeting 1935 on the basis of geography, membership and production of milk.

(c) One Director shall be elected from each District by the stockholders from nominations to be made by the stockholders within the respective Districts.

(d) The President of the Association shall appoint annually a Committee on Nominations consisting of one stockholder from each District in which an election of Director is imminent, and the Secretary, ex-officio.

(e) The Secretary shall publish in the September issue of the Inter-State Milk PRODUCERS REVIEW, a uniform nomination form in blank, together with a statement of all pending vacancies, to be filled at the Annual Meeting.

(f) A Candidate for the office of Director, or others on his behalf, from a given District, shall file with the Secretary on or before October 1st nominating papers, signed by at least ten stockholders of that District, placing him in nomination.

(g) The Secretary shall mail to each stockholder in a given District a ballot with all such individuals, so nominated, listed alphabetically by their surnames, with return postage paid, soliciting a preferential stock choice, by return of the ballot, signed by the stockholder.

(h) Return ballots shall be opened and counted by the Committee on Nominations, in session during the last week in October. The names of the three candidates receiving the three highest preferential votes by shares in the November issue of the Inter-State Milk PRODUCERS REVIEW and certified by the Committee to the Annual Meeting as nominees from their respective Districts. No other nominations shall be received.

(i) Each director shall be elected to serve for the term of the class to which elected.

(j) No person shall be a candidate for the office of director unless he shall hold at the time of such election at least one share of stock of the corporation.

The amendments to this section specify that all nominations for directors shall be made "back home." Briefly, each director will

represent certain territory, including all locals in that area. When the term of a director is to expire at the next annual meeting, nominating papers for his successor, or himself, must be circulated and ten signatures obtained. These papers must be in the hands of the Secretary of the association on or before October 1st.

The Secretary will then mail to each stockholder in the respective territories a nominating ballot which must be returned to the association office. The committee on nominations will count these ballots during the last week in October.

The candidates receiving the three highest votes by shares of stock from each district from which a director is to be elected shall be the only nominations carried on the ballot. These names will be placed upon the ballot according to the number of votes received by each and will be voted on at the annual meeting by all stockholders who may vote in person or by proxy at that meeting.

The stockholding requirements for directors was reduced from three shares to one share.

Summarized, the procedure in electing directors follows:

Petitions must be circulated for each candidate and ten signatures obtained and sent to the association Secretary by October 1st.

Ballots will be mailed and each stockholder may vote to nominate any one of the candidates from his district whose name appears on the ballot.

The three names receiving the highest number of votes by shares in each district will be officially nominated for director.

The election will take place at the annual meeting.

Amend Section 25 as follows: Strike out down to "times" in fourth line and insert the following:

Section 25. The Board shall elect annually an Executive Committee of seven (7) directors, one of whom shall be the President of the Association. The Executive Committee shall organize as soon as feasible after their election, appointing a Chairman. The President of the Association shall not serve as Chairman of the Executive Committee. The Executive Committee may meet at stated times, or on notice to all by any of their own number.

The changes in this section reduces the executive committee from nine to seven members and it provides that the chairman of this committee shall be someone other than the association President.

A later motion provided that this change would be made effective at the time of the reorganization of the Board of Directors following the election of Directors at the next annual meeting.

Amend Section 30 by substituting the following:


Section 30. He shall be a member of the executive committee and ex-officio a member of all other standing committees.

The change to this section provided that the association president be a member of but not chairman

(Continued on page 8)

A black and white silhouette photograph showing a person walking from right to left, carrying a basket. A dog is running alongside them, and a cow is walking to the left in the background. The scene is set against a light background, possibly a sunset or sunrise.

By Arthur Capper



In the drugstore window there is a poster with the wording "School Supplies." Three children are running swiftly to get the supplies.

living? In the case of food, this point becomes peculiarly significant, because if we expect really a full return on money invested in the education some provision must be made whereby the energy-fuel necessary to mental activity are insured. What a child puts into school work, in no small measure comes from what he eats.

"It is not meant that the school should necessarily furnish free food. The cost of a luncheon or mid-morning milk and crackers at school is, of course, a proper charge upon parents, particularly where the school is obligated, particularly where the school does not return home at noon, to provide a suitable luncheon room, to furnish essential foods at cost, and to take advantage of this ideal educative opportunity."

An attractively packed lunch depends on readiness—a drawer or section of the cupboard exclusively for the equipment needed in packing the lunch. Can you name them? Scissors, paper napkins, parchment paper, waxed paper, toothpicks, small glass jars, small pasteboard containers, string, bread knife, ease knife, spatula, paper plates, paper spoons, paper forks, paper cups and straws.

E. L. Moffitt

THE FARM as a place of business and the home are so closely tied together that they cannot be separated, and I cannot see a good reason for separating them. To me, farm management is the "art" of operating the farm business so that it will bring the greatest return for the labor energy used and the capital invested. It has to do with all phases of the business regardless of type; correlating them, fitting them together, and eliminating conflicts in the use of labor and capital. In other words, it is the complete organization of the farm capital. Its details—production, marketing, and business principles. In the

Home management is the complete organization of the home. It is concerned with the raising of the family, the spending of the income so as to get the greatest possible good from such expense, the health of all members of the family, the food supply and diet, the recreation, education, and general well-being of all members. It also has to do with the surroundings, the furnishings, and the comfort of the members. In brief, it manages or directs the whole life of the members of the family while they are not at work and are still within the home.

How well all these duties of managing the home can be done depends largely on the success of the farm as a business.

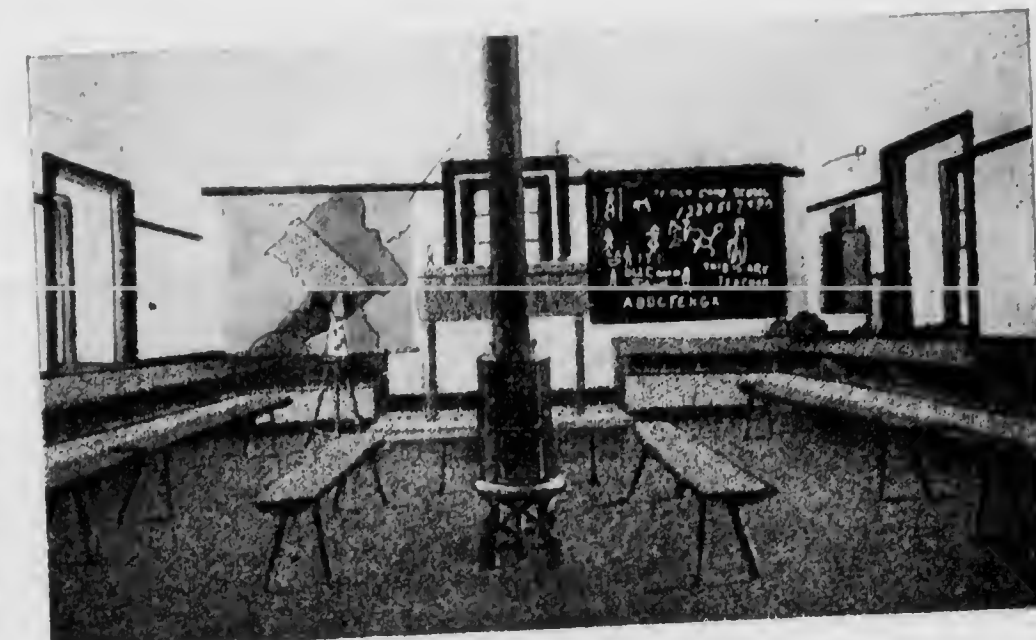
Far too often there seems to be a distinct line of demarcation between the two parts of the farm, insofar as those in one part knowing what is going on in the other part. This condition is frequently found in going over farm records.

Several years ago we summarized a farm record and it was shown that a very good income had been made. The farmer wanted to know where it was since he

wanted to be kept that he had been the more successful. We suggested that possibly the fault lay in spending the income rather than in making it, and that he should also keep a record of what was done with the home income, which meant keeping a home account. At the end of the next year when the books were taken up, he said that the books were not worth spending far more money on than the home that they were making for him, and that a complete reorganization of the home expenses was being made.

[illegible]

Save the Date



THE OLD CAMP SCHOOL HOUSE AT VALLEY Forge



GERMANTOWN ACADEMY — FOUNDED 1759

"What would you consider a complete outfit for a little girl going to school?" asks a careful mother. One of the large department stores here gives the following list for the little student: One jersey dress, four wash dresses, one cardigan sweater, one coat, one raincoat, two pairs shoes, one pair rubbers, two pairs jersey bloomers, four union suits, six pairs stockings, two pairs gloves. That seems to us a very sensible list. It will be noticed that there are no slips or petticoats; the wash dresses would have bloomers to match, and the jersey bloomers are for cold weather. The union suits are laundered with the minimum of work. This is an improvement over the days of starched muslins and stiff "Hamburg edging."—Quoted.

There is a Parents' Orchestra in the Country Day School at Short Hills, New Jersey! "I come because my wife makes me, but I can't read a note of music and can't carry a tune", said one parent at first, who became the string-bass player. The instruments of the children were borrowed for the eight first members of the orchestra and the teacher of the department of music in the school was the instructor and leader. For the most part the only instruction they had was that given in the parents' orchestra class or what they could get out for themselves or get for their children. The orchestra now numbers thirty members, and it has started several small family orchestras where every member plays some instrument. Some of the families get a great deal of pleasure in meeting together for music on Sundays.

Various motives are back of this campaign. A few people sincerely, though foolishly, believe that advanced education is useless; that Abraham Lincoln, for instance, would never have been great if he had attended a good school. Then, there is a large group who, usefully enough, want to reduce public expenses and who think that the schools can be reduced with less protest than would occur if the building of highways were curtailed, for example. . .

I trust that the people of the United States are not going to stand for such a program, no matter how much support is had from certain classes. I believe that every child, regardless of where he lives or who his parents are or how much or how little money his parents have, is entitled to an education that will not only fit him for practical life as an individual but will also give him resources for enjoying life and aid him in deciding intelligently about the problems of his community, state, and nation.

state, and are concerned for the interests of all children; they are our hope for the future. But I am especially anxious about the welfare of boys and girls who belong to farm families, for they have already suffered more than other children from the curtailment of school facilities. Nearly all the best school teachers are in rural districts. Even in prosperous times rural schools had inferior equipment and gave inferior instruction to that found in city schools. Part of this, we may as well admit, was the fault of farmers themselves. They objected to consolidation of schools. Consolidated schools have since disappeared but, all things considered, they give far better training than do one-room schools.

The major reason for the difficulties of rural schools at all times, however, is outside the control of people in the school districts. That reason is a bad system of taxation, or rather, tax apportionment. School taxes usually are levied by school districts, and a district gets for its schools only the taxes paid in the district. If a man moves to a district through which three miles of mainline railroad run can maintain the best of school plants from the tax it gets from the railroad, while the adjoining district, with no railroad in it, is hard pressed to maintain a school at all. A school district covering rich bottom land can collect five times the taxes paid in a neighboring district composed of hills and farms.

The only way to remedy this situation is to levy school taxes over a wide area—even an entire state—and then apportion them to the various districts according to need. A beginning has been made in this direction in some places.

The rural school, regardless of size, should give adequate attention to the distinctive rural problems. In practically all country communities, an overwhelming majority of the boys and girls will be in farming or in activities closely related to farming—for example, business, mechanics, or carpentry. In the smaller towns or teaching in the country or in towns whose interests are as

or in towns whose interests are agricultural. Agriculture and home economics should have a place in the program of every rural school, and they should be presented as to have practical usefulness to the young people who study them. At the same time, they should not be too narrowly vocational. Something should be said of the history of the farm and the home.

something of their background and and romance, should be given to and girls. More important, as should not be presented merely as of problems in increasing pr Distribution, control of product community life, social, economic political aspects of agriculture, discussed by the pupils just as practicable.

Furthermore, I believe that schools—and, for that matter, a should lay more stress on building. It is true that character is formed in the first place in the home; we all know that many homes are doing their part in this direction.

This brings me to another point: the rural school of the future must be more with the parents; it must be, even more than it is now, a part of the rural community in which it is situated.

The rural school of the future will serve as an agency of enlightenment for the problems of the rural community alone those of child training. E. Progressive city school system now extension classes and night school may look for the same sort of development in the country—with however, on the problems with agricultural industry and rural grappling. The rural school, which it has accomplished, has not been in agricultural thought. It must be in the future. —From "Rural

Mary had a little calf,
It has now grown to be a cow.
Furnishes milk for the family.
The dog and pussy me-ow.
Sooky lives on Sunshine Feed.
Some nice new mown hay;
The children get real healthy food,
One quart of milk a day.
Of course the family can't drink all the milk
That just one cow can give.

Children should be up in time to eat without haste. If it is time for the school bus, or a school friend is calling outside, the food eaten cannot, do its best. The menu should contain something to give energy, to build and to regulate. It can be simple so that mother will not have too many tasks, and planned so that the child can help very often.

Whether the luncheon is served at home or school; whether it may be a packed picnic or hot dish or a well organized cafeteria, it ought to be carefully planned.

"No growing child will thrive properly on two meals a day and a 'paper' luncheon daily.

"The child's real allotment, his need, is you would have him develop a normal mind and body, is three full meals.

"If you add an additional luncheon, needed, but this should be served early in the morning not later than ten o'clock.

"When possible the bowl of hot soup or glass of milk insure more of the cold food being eaten and also eaten more slowly and the digestive processes are slow-

In planning menus for the school lunch again one thinks of the following factors: the growth needs of the child; the foods that are most nutritious; the appeal to the appetite of the children; and economy. Also those that can be readily and easily prepared and which require little equipment.

Milk comes first among the most valuable for school lunches. It contains more of the essential food elements than does any one other food. It can be served in many forms, it is palatable and appetizing, inexpensive and economical. Milk, fruit and vegetables furnish the basis of any correctly planned luncheon.

The School Responsibility

"Today it is believed that the school lunch is a part of every school's 'life program.' Hence when a child is compelled to go to school, does not society obligate itself to provide the essentials for health?"

LOUISE E. DROTLEFF

I Perhaps if you have electricity you have a toaster among your electrical appliances, but if electricity is still out of reach, I'll wager you'd like to have one of the good old fashioned ones that toasts as many as four slices of bread at one time right on your kitchen stove. No need of worrying about your electric bills when you use this toaster. Twenty-five cents is its price.

(Orders will be gladly forwarded by the Home and Community Department to the stores where they may be purchased at the above prices, plus a small charge for postage.)

For bright clear jelly, cook the fruit juice rapidly.

Busy Directors' Meeting

EVERY MEMBER responded when the secretary called the roll at the Board of Directors meeting of your association at 1 P. M. on September 7th. The meeting continued through September 8th.

A report on Field & Test Department work was given by Mr. Twining following the disposing of routine business. Work in this department is continuing heavy with increased demands for checks on tests. This situation confronts state inspectors also, it was reported.

The remainder of the afternoon session was taken up with the discussion and approval of amendments to the association by-laws. The results of this work are given in detail on page 5 of this issue. The board approved a motion that the 1934 annual meeting, scheduled for November 20-21, be held in accordance with the revised by-laws.

The first order of business at the Saturday session was the report of market conditions by H. D. Allebach, sales manager. He called attention to the increased production in the territory and felt that this was due to good pastures and plentiful feed plus the uncertainty of not knowing when or how 1935 basics would be determined. This is causing many producers to keep production up to their individual capacities. Another trouble in the market is slow pay to producers by some of the small distributors. Considerable discussion followed as to the reason for this, whether actual inability to pay, slow pay, insincerity, or other reasons. It was felt that different reasons applied to different dealers who are back in pay. Lack of other markets prevents the farmers from changing to other dealers.

The order issued by several dealers requesting their patrons to keep one day's milk in seven at home was the cause of a lot of discussion. This action was condemned as especially severe on those producers who had kept production down to their basics or below and as working an injustice on all producers affected.

Other irregularities brought to the attention of the directors were excessive deductions by a few dealers and rejections of milk on slight or imaginary pretenses in a few instances. An increase in retail sales since Labor Day is reported.

The status of the control board orders was discussed freely and it was stated that legal difficulties have caused the delay in issuing a new order, that a new order can be expected shortly after the 15th when the present hearings will be concluded.

A committee was instructed to appear before the control board at Harrisburg at 2:00 P. M., September 14, to present the demands of this association.

Following a report of Dairy Council activities by C. I. Cobee considerable discussion occurred on inspection work and the fact that the patrons of two dairies now have no word whatever on the inspection

of their premises since the work is being done by the dairy companies buying their milk. A motion was approved that the association insist that the Pennsylvania Milk Control Board and the Pennsylvania Board of Health recognize the inspection work of the quality Control Department of the Dairy Council where desired by producers and distributors.

Delegates to the annual meeting will be allowed traveling expenses to and from Philadelphia and one night's lodging according to a motion duly approved which limited each Local to one delegate.

Another motion specified that delegates expenses will be allowed only if elected at a Local meeting called through the association office. This motion appears on page 8.

Preliminary plans for the annual meeting occupied a prominent place in the afternoon's discussion, final details to be worked out by the proper committees.

Plans for November 20-21

A. R. Marvel, chairman of the annual meeting committee, is rapidly developing plans for the annual meeting. His committee and several sub-committees met Friday morning, September 7, previous to the meeting of the Board and laid the foundation for an excellent program.

It is too early at this time to give definite details as they are not sufficiently set. Every effort is being expended to get capable and authoritative speakers who will make the meeting worthwhile to everyone. The business program will be filled with concise and brief reports of your associations activities.

A moderate amount of entertainment will be furnished to give relaxation between sessions, also at the banquet which will be given on the evening of the first day of the meeting.

Additional facts about the meeting and program will be given in the October issue of the Review and a complete program will appear in the November issue.

Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of July, 1934:

	NO.
Butterfat Tests Made.....	8877
Plants Investigated.....	41
Calls on Members.....	359
Quality Improvement Calls.....	40
Herd Samples Tested.....	566
Membership Solicitation Calls.....	72
New Members Signed.....	21
Cows Signed.....	172
Transfers of Memberships.....	5
Microscopic Tests.....	488
Brom Thymol Tests.....	80
Meetings Attended.....	8
Attendance at Meetings.....	588

Control Board Wins Suit

Milk control by state agencies was given a judicial OK in New Jersey on August 30 when Vice Chancellor M. L. Berry upheld certain price fixing regulations of the New Jersey Milk Control Board. The decision stated that these regulations did not violate the "due process of law" and "equal protection" clauses of the Constitution.

Cheering as that decision is, it refers to business done within the state but apparently does not protect the producers of New Jersey from the cheap milk that may be purchased in another state. Neither does it compel that producers in another state selling to New Jersey dealers be paid the prices demanded by the Control Board.

The decision was rendered in a suit brought by the Attorney General against the Newark Milk Company.

One hundred thousand farmers have joined cooperatively managed production credit associations in the past few months.

A farmer visiting his son at the university took the boy down town to have his photograph taken. The photographer suggested that his son stand with his hand on his father's shoulder.

"It would be more appropriate," remarked the father, "if he stood with his hand in my pocket."

Uncle Ab says the best and worst creatures in the world are the so-called human beings.

Professor: "Name the five most common bugs."
Student: "June, tumble, lady, bed and hum."

Diner: "There's nothing more exasperating than to find a hair in one's soup!"

Apologetic Waiter: "But wouldn't it be worse, sir, to have the soup in one's hair?"

Definition of gambling: Any method of risking your dough on a long chance. See farming.

Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of July, 1934:

No. Inspections Made.....	2107
Special Farm Visits.....	240
No. Meetings Attended.....	2
Attendance at Meetings.....	117
No. Sediment Tests.....	4674
Bacteria Tests Made.....	100
Days Special Work.....	381/2
No. Miles Traveled.....	31,281

During the month 112 dairies were discontinued from selling for failure to comply with the regulations—70 dairies were re-instated before the month was up.

To date 291,726 farm inspections have been made.

MILK PRODUCERS REVIEW

September, 1934

AUGUST BUTTER PRICES

92-Grade—Solid Pack

Date	Phila.	New York	Chicago
1	26 1/2	25 1/2	25
2	27	26	25 1/4
3	27 1/2	26 1/2	25 1/2
4	27 1/2	26 1/2	25 1/2
5	27 1/2	26 1/2	25 1/2
6	27 1/2	26 1/2	25 1/2
7	28	27	26
8	28	27	26
9	28	27	26 1/4
10	28 1/2	27 1/2	26 1/2
11	28 1/2	27 1/2	26 1/2
12	28 1/2	27 1/2	26 1/2
13	28 1/2	27 1/2	26 1/2
14	29	28	26 1/2
15	29	28	26 1/2
16	29 1/2	28 1/2	26 1/2
17	29 1/2	28 1/2	26 1/2
18	29 1/2	28 1/2	26 1/2
19	29 1/2	28 1/2	26 1/2
20	29 1/2	28 1/2	26 1/2
21	29 1/2	28 1/2	26 1/2
22	29	28	27 1/4
23	29	28	27
24	28 1/2	27 1/2	27
25	28 1/2	27 1/2	27
26	28 1/2	27 1/2	27
27	28 1/2	27 1/2	26 3/4
28	28 1/2	27 1/2	26 3/4
29	28 1/2	27 1/2	26 3/4
30	28 1/2	27 1/2	26 3/4
31	28 1/2	27 1/2	26 3/4
Average	28.38	27.38	26.9
July, 1934	25.49	24.49	23.61
August, 1933	22.25	21.27	20.59

By-Laws Amended

(Continued from page 5)

of the executive committee and simplified the content of the constitution.

Amend Section 36, referring to filling of vacancies on the board by the board itself, by striking out last phrase and insert the following: "... who shall hold office until the next regular meeting of the Association."

This states that directors elected by the Board to fill vacancies on the Board shall serve only until the next annual meeting instead of for the remainder of the term as formerly.

Amend Section 40 by striking out the word "thirty" and insert "twenty".

Section 40. The board of directors may close the transfer books in the discretion for a period not exceeding twenty days preceding any meeting.

Amend Section 43 by striking out section and substituting the following:

Section 43. Any stockholder or stockholders shall have the privilege of examining accounts and books of the corporation in the office of the corporation and under the direction of the Secretary of the corporation. The revision of this section is a matter of simplification.

Amend Section 49 by striking out paragraph and substituting the following:

Section 49. The stockholders by an affirmative vote of two-thirds of the stock voted at any regular or special meeting may alter or amend these by-laws, provided notice thereof shall be contained in the call of the meeting. An amendment proposed in writing and signed by any five members or by affirmative vote of any one Local, certified by the Secretary, shall be submitted for action at any subsequent regular or special meeting, subject to like notice in the call.

Instead of requiring the vote of a majority of outstanding stock of the association in order to amend the by-laws as formerly this can now be accomplished by a two-thirds vote of the stock voted at any annual or special meeting provided the proposed amendment is included in the call of the meeting. It also clarifies how any group of stockholders may propose by-law amendments and have them included in the call.

Members Must Be Kept Informed

Dr. Theodore Macklin

(Reprinted from Nulaid News)

Dr. Macklin is director of the Bureau of Markets of the California Department of Agriculture.

WHEN INDIVIDUALS working alone believe that they can gain improvement by working together, cooperation becomes possible. The mere possibility of cooperating does not, however, guarantee success in the work to be done. There are essential conditions that favor success and others that prevent it. It is important that these ear-marks of successful cooperation be recognized and heeded.

Fixing Responsibility

Working together by a number of individuals requires that each know his place and part in the plan of duties and performances. In other words, responsibility has to be fixed—without it only chaos can result.

If a group of individuals is successfully to market products and purchase supplies, by means of a business of their own, the group must be an organized group. Disorganized work could never become efficient and successful.

No matter how efficient a business may be it cannot collect from the consuming public what that public does not have. The public must have earned adequate purchasing power before it can spend it. The most perfect or efficient cooperative business, just as with any other business, can collect good prices only when the public can pay them. This condition is at the bedrock of all foundations of good business.

Cooperation—working together—for business results depends to a large extent upon a combination of sufficient volume of business, competent management, and adequate consumer purchasing power. What part has the membership of a cooperative to play in guaranteeing these essential conditions of successful business?

Success Conditioned by Members

The members of a cooperative acting together directly determine volume of business. Through the directors they elect they determine management. Through these directors they make the policies that guide management. The efficiency and success of a cooperative business organization reflects the kind of membership it has. Their actions are based upon their knowledge and beliefs about their cooperative and its operations.

If an efficient cooperative is losing members seriously or is not receiving full delivery of products from them there must be a reason.

That reason can be found in the minds of members. If they indicate that low prices are the reason and the cooperative in other particulars is efficient, members are simply reflecting the impact of unemployment and low consumer purchasing power.

If, however, the complaints are centered upon a belief that operating costs are excessive in their cooperative and upon other similar criticisms, members can do something to help. Their organization is either efficient or inefficient. If it is efficient their remarks are the result of propaganda probably stimulated by competitors. If this be true, it is vital that members be able to see through the propaganda. Seeing through it depends upon their being properly informed. Being so informed is one of the essentials to success which members owe themselves. They may have overlooked this. If so, the price they pay for this negligence is a needless turnover in membership.

If their cooperative is inefficient the reasons must reside largely in the small volume they deliver or in the inability of the management they have employed. Both of these errors are frequently to be found as the causes of cooperative weaknesses. Members can correct these faults by becoming accurately informed. Lacking information of a nature that makes it possible for members to fully understand their responsibilities and opportunities is a major cause of trouble in cooperatives everywhere.

Neither volume nor management can be expected from a membership devoid of understanding and of leadership.

Understanding and Leadership

But who are leaders? They are simply courageous members chosen for the special responsibility and duty of leading. Their courage is measured by their understanding. Their value as leaders is determined by what they know of the purposes of their organization, the means by which to attain these objectives, and the progress of operations to this end. In the last analysis, therefore, all cooperative success grows from the common foundation of an adequately informed membership.

Just why does a producer join a cooperative? Having become a member why does he continue as one? Answer to the first question is that he has been convinced for the moment it was the thing to do. Answer to the second is that an individual acts upon the net favorable or unfavorable result of a whole series of impressions made upon him about his organization.

These impressions may in one case reflect the truth. In another they may prevent a member from believing the truth about the conditions affecting business and about the operations of his cooperative. A producer is misinformed who gains an untruthful impression about business and about his organization and its operations.

It is important to know whether the impressions being made upon cooperative members reflect the truth or not. Who are making these impressions? Are they being accidentally made, just happening? Are they being intentionally made by competitors? Is the cooperative making impressions calculated definitely to reflect all that members need to know?

A member cannot be well informed whose cooperative has neglected to make impressions upon him that reflect the true situation as he needs to know it. Upon such information all must rely in order to act wisely about their own volume and about the leadership all have chosen.

Causing Impressions to Convey Truth

How many of the cooperatives beset by difficulty from membership have undertaken to have their entire membership well informed? It is vital to good cooperative business that members maintain confidence through being kept fully informed.

A membership with a fine business but laboring under wrong impressions about it, cannot and does not remain loyal. The result is disintegration, not because the business was bad, but because members did not think it was worth supporting.

A membership whose business is poor, can, by being well informed, take steps intelligently to improve it. In taking these steps they start positive action worth supporting. This leads somewhere. It promises progress toward the goal of membership interests. The result is constructive planning and action followed by deserved growth.

It is all important therefore that every member of a cooperative organization be kept well informed. This requires purpose and system.

System of Maintaining Well-Informed Membership

People are generally so constituted that some will read and learn while others will not. For those who will not read, personal contact and persuasion is the only direct means of causing them to be informed accurately. The number of cooperative members who avoid reading is large.

When cooperatives follow the usual policy of getting producers to join through the influence of personal persuasion and later expect these members to maintain their understanding and loyalty by read-

ing, which they do not indulge in, a serious mistake is made. Only the reading part of their membership continues to be well informed. The larger part of the members drift either into misunderstanding or into a very limited knowledge of what is going on. In this condition they are ideal subjects for propaganda and competitive strategy.

Self-Appointed Informers

Out of cooperative experience it has been learned that self-appointed spokesmen commonly appear. They take upon themselves the task of informing members. Without adequate facts they give only partial truths along with much that is positive misinformation. The continued operation of these unofficial informers is the direct outcome of the existence of a large number of non-reading members, coupled with the absence of reliably chosen and well prepared official spokesmen. If cooperatives do not provide capable informers to keep their members well informed by personal contact at frequent intervals, the irresponsible self-appointed informers will be on the job instead. Their poorly executed good intentions are the undoing of great numbers of members to the weakening of the cooperative. But it is not their fault. It is the consequence of a general need of membership neglected by the members as a body and by their directors and management.

There are many levels of intelligence, experience, understanding and operating ability within the ranks of each cooperative. The facts about the cooperative, prepared and presented so they easily register with one class of intelligence, are not grasped by those in the other classes among the membership.

Another matter generally overlooked by cooperatives is the frequency for informing members accurately in written and spoken form. How long do producers remember? If they are no more loyal than their information makes them, and the intervals of being informed are too far apart, this becomes a hidden cause of trouble.

These and many other issues may be examined and policies adopted which will produce a larger and more loyal membership in cooperatives. In this way larger responsibility of producers is created, greater volume of business assured and more competent management justified and employed.

As the basis of successful cooperative business, these factors are therefore promoted through the intentional formulation and use of policies that will guarantee a well-informed or understanding membership. Moreover, accomplishments through management are made more surely and easily when management is backed up by fully informed members.

Nominating Petition

For DIRECTOR of the
Inter-State Milk Producers' Association
District _____

Turn to page 3 for districts in which vacancies are to be filled and the list of locals belonging to those districts. Also turn to page 5 and read amended by-laws, section 13, providing for this method of nomination.

We, the undersigned stockholders of the Inter-State Milk Producers' Association petition to place the name of _____

P. O. _____, State _____

on the nomination ballot for director of the Inter-State Milk Producers' Association for the _____ district.

The signatures of **ten members** residing in the district are required on a petition to place a name on the nomination ballot.

Signatures of Members
(Names must be legible)

Addresses

Additional names may be included on this petition. Attach blank sheets hereto for that purpose.

This petition must be in the Association Secretary's office
219 N. Broad St., Philadelphia, by October 1, 1934.

Method of Call for Local Meetings

THE FOLLOWING motion was approved by the Board of Directors on September 8:

All meetings of local units at which delegates to the annual stockholders' meetings of the Inter-State Milk Producers' Association are selected shall be called in the following manner:

1. The president or secretary of the Local, or the director or field man representing each local, shall notify the Secretary of Inter-State Milk Producers' Association of the date, hour, place, chairman and principal business of the meeting, including the election of a delegate and an alternate delegate to the annual meeting of the Association.

2. The Secretary of the Inter-State Milk Producers' Association shall then send notices by mail at least three days before the date set for such meeting to all members of the Inter-State Milk Producers' Association who are listed on his records as members of that Local, including in the notice all information supplied to him as requested in the preceding paragraph.

3. The secretary, or other officer, of the Local shall send by mail to the Secretary of the Inter-State Milk Producers' Association within three days after the date of the meeting of the Local the names and post office addresses of the delegate and alternate delegate selected to attend the annual meeting of the Association and the names and post office addresses of the officers of the Local who are to serve for the ensuing year.

The Treasurer of this association shall refuse approval of the payment of any expenses of any delegate unless he has been selected at a Local meeting called in the manner specified herein.

Copies of this motion shall be sent by first class mail before October 1, 1934, to the president and secretary of each Local of the Association and shall be published in the September, 1934, issue of the Inter-State MILK PRODUCERS' REVIEW.

Water Important for Dairy Calves

The importance of water for young calves is often not fully realized, says R. H. Olmstead of the dairy department at Pennsylvania State College.

The Wisconsin Experiment Station conducted a test with two groups of young calves to determine the importance and value of water with their feed. Both groups were fed 14 pounds of skim milk per calf per day and in addition all the hay and grain they would eat. One group received no water in addition to the skim milk. The other group received all the water they desired.

The group receiving water consumed somewhat more water than skim milk. They also ate twice as much hay, one-third more grain, and gained in weight about one half pound per calf per day more than the group receiving no water.

This test would seem to prove conclusively that water has a tremendous effect on the amount of feed a calf will consume and in turn the feed consumed has a direct effect on body growth or gain in weight.

There is also a direct relation between the size of a cow and her milk production.

Penn State Engineer Designs Sterilizer

To meet farm needs, J. E. Nicholas, research agricultural engineer of the Pennsylvania State College agricultural experiment station, has designed a low pressure steam sterilizer. This equipment can be used to sterilize milk pails and strainers at a temperature uniformly high enough to make them bacteriologically clean.

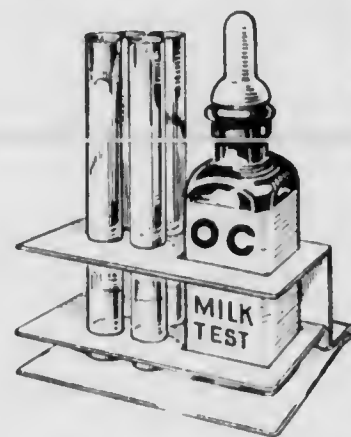
Nicholas converted a galvanized iron can 14 inches in diameter and 18 1/2 inches high into a sterilizer by clamping down the lid and putting a rubber ring around the lip of the lid to make good contact with the top of the container. To assure proper temperature and guard against excessive pressures a safety valve set at a maximum of one-half pound a square inch can be provided in the lid.

When a steam pressure as low as one-eighth to one-fourth pound to the square inch is available the temperature can be kept practically uniform at 210 to 215 degrees Fahrenheit even in an uninsulated container. Heat can be supplied by a gas, oil, coal, wood, or electric stove.

If it is desired to use the sterilizer for heating water a spigot can be arranged near the bottom to drain off the water, Nicholas explains.

During the war upwards of fifty million acres of land were brought into production in this country as European lands of about the same area were temporarily abandoned as the need grew for manpower in the trenches and factories. But after the war we kept on farming this larger area while Europe slowly brought her lands back into production.

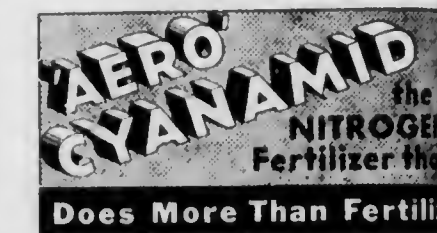
Mastitis & Garget Readers' Letters



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Treat Fence Posts for Durability

The fence post problem on farms is becoming serious in some counties because the supply of sound dead chestnut timber is exhausted and there are no other durable woods to use for this purpose, according to W. I. Bull of Pennsylvania State College.

A method of timber treatment that is economical and effective suggested by the Agricultural Experiment Station of the University of Arkansas, is to steep well seasoned pine and oak posts in a 7 1/2 per cent water solution of zinc chloride, then dry and steep again in old motor oil. The Experiment Station has found that posts treated by this method were as sound after ten years in low moist ground as posts treated by the hot and cold creosote method.

A large oil barrel can be used to heat the zinc chloride and motor oil to steep the posts.

Readers' Letters

A reader of the REVIEW who writes from Lebanon, Penna., is apparently too modest to sign his name. He compliments our association by giving it the credit for the removal of Dr. H. C. Reynolds from the state milk control board. He also repeats a report which reached him that "The Inter-State is better than a church." We appreciate this interest in us but can't accept that honor.

Letters must be signed if they are intended to be taken seriously. If the writer insists, his name will be withheld if and when the letter is printed and a substitute signature used.

What Do You Think?

Oxford, Pa.
August 27, 1934.

Editor, Inter-State Milk Producers' REVIEW,

On the editorial page of the August issue of your paper you ask readers to send in their views. I am not only a reader, but also a member of the Inter-State Milk Producers' Association and I welcome this opportunity to express my views publicly.

I read with much interest and sincere grief the various items lamenting the expenditure of \$4,010.00 necessary to conduct a legal election because of the ill repute in which our association has wallowed these past few years. A chain is no stronger than its weakest link and an organization is judged by the actions of the individual who makes its public contacts.

Add to this much lamented \$4,010 the many thousands of dollars taken from members' milk checks to maintain receiving stations for the distributors, the many more thousands taken from these same milk checks to pay not only exorbitant but non-existent hauling charges, and yet more thousands taken from producers' pockets to pay for barn inspections the cost of which, according to Pennsylvania law, should be borne by distributors, and when you have finished adding write us another editorial.

Fellow members all these thousands of dollars are taken from you under the very nose of men who are being paid by you to protect your interests.

As I have mentioned no names certainly this letter complies with your request for comments on policies with personalities left out.

Very truly yours,

HARRY A. RHODES.

Copy to Mr. Stern, Editor,
Philadelphia Record.

(Editor's Note:—We are glad to know that the REVIEW is "hitting home" with its readers. Do more than read Mr. Rhodes' letter—study it. An election which he apparently calls legal turns out much as previous elections which were what?, the main difference being the delay and cost. That election showed where the majority of members stand on these matters.)

A.A.A. Changes Plans

Agricultural adjustment is passing out of its emergency phase of straight crop reduction into its second phase, wherein the principal objective is to maintain a balance between production and effective market requirements, both domestic and export.

Chester C. Davis, Administrator of the Agricultural Adjustment Act, said in an address at the Iowa State Fair.

The transition to the second phase of the adjustment program has been hastened because this year the desired balance has been largely attained through the use of burdensome surpluses to offset the effects of the drought. Mr. Davis pointed out.

Cut Your Food Costs!

Here is a chance to get as much as \$2.08 per hundred pounds at the farm for at least a part of your surplus milk. Make it into cheese and use the cheese to replace a part of the meat in your own home. Cheese is highly nutritious. One pound of it is equal in balanced food value to about 3 pounds and 11 ounces of average meat. It is high in protein, minerals and buttermilk with a good supply of vitamins.

This cheese can be made at home. Full directions can be obtained from Farmers' Bulletin No. 1191, American Cheese Making in the Home, which can be had by writing to the U. S. Department of Agriculture at Washington, D. C.

Or a demonstration can be had in any Pennsylvania community by applying to your county agent who will arrange for a specialist from State College to show how it is done. The equipment needed is simple and dozens of such meetings held in different parts of the state have proved successful in showing how this American, or cheddar, type of cheese can be made. About three hours time of one person is required for a batch of cheese, the amount depending upon the capacity of the equipment.

Every farm family with surplus milk could well afford to make some cheese for their own use. It can be substituted for a goodly part of the meat and dozens of recipes are available telling how to use it in a variety of ways. With meat at 15 cents a pound it would take from 30 cents worth to 80 cents worth of meat to supply as much actual food value as one pound of cured American Cheese. The average would be about 50 cents worth of meat.

Since 100 pounds of 3.5 percent milk will make about 9.45 pounds of cured cheese the price of milk might be figured at \$2.33 per hundred as a minimum. However, as cheese can be bought in the store at about 22 cents a pound we will figure the value of 3.5 percent milk at that rate, or \$2.08 per hundred at the farm. As 100 pounds of 5 percent milk would make 12.9 pounds of cured cheese the farm price of such milk for home cheese making might well be figured at \$2.84.

Why not turn some of your surplus milk into cheese? It will provide an excellent food at low cost and ease the burden of feeding the family.

Mention the REVIEW when writing advertisement.

Jersey Cow Breaks Butterfat Record

Producing more butterfat than any Jersey cow in the United States has ever produced in a 365-day official test, Stockwell's April Pogis of H. P., a 9-year-old cow owned by Alba B. Johnson at High Pastures Farm, Woodstock, Vt., has recently finished a year's test with a yield of 1218.48 lbs. butterfat, 17,880 lbs. milk.

This butterfat yield makes her the champion 365-day Jersey butterfat producer of the United States. She supersedes as champion Abigail of Hillside, a Massachusetts Jersey cow which held the title for six years with a yield of 1,197.51 lbs. of butterfat.

In a 365-day test ended only ten weeks before the beginning of her national championship test, Stockwell's April Pogis of H. P., yielded 918.79 lbs. butterfat, 15,611 lbs. milk.

Alba B. Johnson, owner of High Pastures Farm, is a Philadelphia business man prominent in industrial and insurance fields.

The Prophet

Visitor: "You know, Pat, a little rain now would do the country a lot of good."

Pat: "Roight ye are, sor. An hour uv it now, wud do more good in five minutes than a month uv it wud do in a week at any other time."

Farmer: "I'd like to borrow \$2,000 on this security I have along here."

Shrewd Banker: "I'm a little deaf. Come closer so I can hear you—and you better cut down the amount to a thousand."

I Can't

You Can't

But WE CAN

A new cooperative slogan

August Prices at Principal Markets

From National Cooperative Milk Producers' Federation

MARKET	Prices f.o.b. City 3.5% Test			Butterfat Differential	Retail price "B" milk
	Class I	Class II	Class III		
*Philadelphia	\$2.60	\$1.41	\$.96M	4c	11c
*Pittsburgh	2.48	1.76	1.01M	4	11
*N.Y. City (201 mile zone)	2.45	1.40	1.45M	4	13
*Des Moines	2.00	1.23	1.01	3	?
Louisville	2.055	1.525	.935	2.5	11
Washington, D.C.	2.67	1.51	—	7	13
*Baltimore	2.77	1.95	B	5	11
*Detroit	2.25	1.30	—	3	11
*Boston (181 mile zone)	2.88	1.14	—	3.7	11
*Oklahoma City	1.575	pool	—	4.5	10
*Chicago (71 mile zone)	2.25	1.25	107	4	10
*St. Louis	2.35	B	B	3	11
*St. Paul-Minneapolis	1.60	pool	—	3	9
*Los Angeles	1.925	1.575	1.365M	5.5	?
Hartford (†)	3.435	1.435	1.275M	4.0	14
*Cincinnati (†)	1.95	1.45	1.11	3	11
Portland, Ore. (†)	1.706	pool	—	4.9	10
Richmond (†)	2.92	1.75	1.11	4	13

*—Under State Control Board supervision; A—Under A.A.A. milk marketing license; (†) July prices; n—To be determined according to butter; m—More than three price classes, others not included.

1934 Farm Cash Income Estimated at Six Billion

A total cash income of about \$6,000,000,000 in the year 1934 from sales of farm products and rental and benefit payments from the Agricultural Adjustment Administration is estimated by the Bureau of Agricultural Economics. This estimate compares with \$5,051,000,000 in 1933, and represents an increase of nearly \$1,000,000,000 or 19 percent. It is a 39 percent gain over 1932 when the total cash income from sales was estimated at \$4,328,000,000, the low point of recent years.

Wisconsin Prices

A slight price decrease was experienced by Wisconsin dairymen in July. The average price of all milk in that state being \$1.04 compared to \$1.06 in June. A drop in milk for cheese from \$.96 to \$.92 accounted for this. Milk for butter held steady at \$1.04, for condensed series at \$1.14 and fluid milk advanced one cent to \$1.33. The farm butterfat prices remained at \$.26.

Production per cow was slightly higher on August 1, 1934, than a year earlier, the average number of cows per farm slightly less, causing an increased production per farm in the state of eight-tenths of one percent.

June Prices Paid by Producers' Associations

3.5% Milk, f. o. b. Market (x)

City	Average Net Price	Basic Price
Hartford	\$2.792	\$3.405
New York City	1.33	2.445
Louisville	1.67	1.825
Detroit	1.71	2.25
Boston	2.12	2.295
Chicago	1.56	2.25
Kansas City	1.51	1.75
Minneapolis	1.37	1.60
*Des Moines	1.28	1.60
*San Diego	1.73	2.10
*Milwaukee	1.44	1.85

(x)—Except New York quotations apply to 201 mile zone, Boston to 181 mile zone and Chicago to 70 mile zone. *—May prices.

Drying Off Dairy Cows

WHAT is the best way to dry off a dairy cow? It has been said the surest way is to "feed her timothy hay and let the hired man milk her." But there is no profit in that.

Two common methods are by partial milking, that is, removing a part of the milk each milking, and by milking only once a day for a few days, then once in two days, and gradually lengthening the time between milkings.

A third way is much less trouble and appears to be every bit as good—if not slightly better. That is to just quit milking the cow. It sounds rash—and risky. It has been tested scientifically, however, and proved to work no harm to the cow.

One test was applied to nine cows varying from 7 pounds to 16.4 pounds of milk daily before drying off. The left half of the udder of each cow was dried off by simply stopping milking, the right half by intermittent milking (every second, then every fourth milking, etc.).

After the next freshening the left half of the udder of six cows produced a larger percentage of the total production of those cows than they did before drying off, with one cow there was no change and with two cows the left half produced a smaller percentage of the total production after being dried off in this manner.

The nine cows produced 46.7 percent of their milk in the left halves of their udders before drying off and after freshening they produced 48.97 percent in the left halves. This difference was not great and Professors Wayne, Eckles, and Peterson of the University of Minnesota who made the experiment insist that this method of drying off has no noticeable effect upon the amount of milk produced in the next lactation period.

In discussing the method they state that it is much quicker than either of the other two methods mentioned. On the basis of the results obtained in their research they recommend complete stopping as the best means of drying off cows producing 20 pounds daily or less at the time of drying off. They gave no suggestions as to how to handle this problem with heavier milking cows.

They reported that in drying off cows in this manner the udder filled up until the pressure was sufficient to stop secretion. This occurred about the third day with most of the cows. The milk was then gradually resorbed from the udder until dry, most of them being practically dry ten days after stopping milking. They warn that it is a mistake to milk out the cow during this resorption period as secretion is then started again and the drying off period is prolonged.

In every case cows selected for the experiment had normal and balanced udders and in every case the udders remained so after the next freshening.

One other observation made in these experiments showed that the

milk drawn under the intermittent method of drying off, and also under the method of only milking out a part of the milk, is lower quality. Bacteria counts were considerably higher, especially when the cow was milked less often than once a day. Cell counts (white blood corpuscles) in the milk showed a very great increase under the intermittent (skipped milking) method of drying off.

We might conclude from these studies that when it comes time to dry off most cows, perhaps 98 out of 100, the easiest and best method is to just quit milking them.

Loans for Improvements

Farmers may borrow money from the Federal Housing Administration for making repairs and improvements about their homes and buildings, says an announcement from Washington headquarters of that governmental unit.

This money may be used for installing water systems, plumbing, improving the farm water supply, for wiring, heating systems, repairs, or other ordinary improvements. Construction of fences, garages and similar new work of a minor character is also included.

Loans may not exceed \$2000 and must be approved by the lending institution. The total expenditure on the improvements is in no way limited.

Watch That Meadow

P. R. Miller, extension agronomist at the University of Vermont, gives some worthwhile suggestions on fall care of the meadow. His recommendations include top-dressing with commercial fertilizer or barnyard manure and careful pasturing. He says, in part:

"It is best to permit the rowen (second crop of hay) to grow almost to hay height before pasturing, and graze it no closer than a mowing machine would cut. Much injury will result if the stock is permitted to grub the plants to the ground or, as frequently happens, actually uproot many of the plants. Timothy meadows are particularly subject to injury from overgrazing."

"It is not advisable to pasture meadows late in the fall. Where the meadow is principally timothy, fall grazing is sometimes detrimental, since the young timothy tillers have not become firmly rooted and are liable to be pulled up if grazed. As a result, the stand becomes thinner, with a consequent increase of weeds and a reduction in the yield and quality of the hay in the following years. Allowing the plants to attain a good growth before frost not only provides a good winter cover but permits the storing of an adequate food reserve in the roots for early growth the following spring."

Watch the ads in Milk Producers' Review for news of reliable farm and dairy supplies.

Notice: RATES REDUCED

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Save 25% to 30%

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EFFECTIVE Saturday, September 1, we announce an important reduction in our liability insurance rates for country dwellers. On and after that date, the price for insurance on all types of pleasure cars will be only \$15.00.

This important and money-saving rate reduction is possible because we are doing business mostly with the farmers and other rural people of Pennsylvania.

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Pennsylvania Threshermen & Farmers Mutual Casualty Insurance
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Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in—

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Make of Car Model

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Name

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This inquiry does not obligate me in any way.

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FOR

Dairy Farm Equipment
Building Supplies
Farm Machinery
Dairy Feeds
Insurance
Barn Equipment
Seeds and Fertilizer

And, in fact, any and all services and supplies used on up-to-date modern farms.

Investigation, whether careful or casual, will show that few farm markets today can compare in purchasing power or in regularity of income with that reached by the Milk Producers' Review.

September circulation—20,922 to farmers, 1,348 others.

Products advertised in its columns will be brought the attention of these preferred buyers.

INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY T

West Chester, Pa., and Philadelphia

Vol. XV

Who Shall Make Inspections?

BENT ON MAKING TROUBLE" appears to be the policy of W. K. Moffett who has been elevated to a position carrying a certain amount of responsibility and power. His record as head of the milk inspection service in Pennsylvania makes it appear that he is not above playing favorites in his work.

Long known as an enemy of agricultural cooperatives he has taken keen delight in attacking the Inter-State Milk Producers' Association. His weapons were useless, however, against such a substantial organization built upon a solid foundation of service. He was partial to the enactment of a law which, if passed, could have been used to starve the association.

His dislike has included the Philadelphia Inter-State Dairy Council. He has condemned its educational work but found no support for such rash action. Finally, however, he found one law that could be invoked against a certain part of the work of that organization. That law says that the cost of dairy farm inspections must be borne by the buyer of the milk and Dairy Council inspection, or quality control, work is benefited by a check-off from producers.

Ordered Inspections Outlawed

Let's go back to a point apparently before his discovery of that law. Late in August he issued an order instructing all dealers to refuse to recognize any inspections by any inspectors employed by the Dairy Council, men accredited through and by his own office. Such an order was so biased and unfair that it was quickly withdrawn, presumably over-ruled by his superiors.

Next came an attempt to close up certain Maryland receiving stations for little or no apparent reason but this move was soon cancelled. Then the afore-mentioned law must have been brought to his attention.

But a word about the law. It is said to have been written so as to cut out an old inspection evil used by a few scattered dealers who assessed a fee against every dairy farm inspected—to be paid in cash on the spot before the inspection would be passed. The law wiped out that evil and, until a few months ago, practically all the important dealers in Philadelphia and many other towns used the Dairy Council inspections. These inspections gave the producer some say about what is fair and just,

because he had at least a small measure of control over the inspection.

Looking for Trouble

The next move was subtle. A crew of Pennsylvania State inspectors moved into Maryland, Delaware and New Jersey areas which supply milk to Philadelphia. They happened to go down there near the close of a spell of rain, more rain, and still more rain. They were critical. Reports reaching us indicate they were determined to find something wrong. Under such conditions they could do so. A cross section of every receiving station area was inspected.

This was followed by citing

dealers who operate receiving stations outside of Pennsylvania and which supply milk to Philadelphia. They were asked to appear and show cause why their permits to operate those stations should not be revoked. Some of those stations were much closer to Philadelphia than Moffett's own office.

Appearing at their respective hearings the representatives of these dealers were informed how they could get back into Moffett's good graces. The procedure was simple. Send out their own inspectors and see that any faulty conditions found by the state men were corrected within 30 days. If so the markets of those producers would be saved and the receiving stations could be continued in

Local Meetings Are Important

Well begun is half done may sound trite—yet it is 100 percent true in thousands of cases. With the annual meeting and election of directors, "Well begun" means *Attend your Local meeting and do your part in making it interesting and worthwhile.* It also means *See that capable and sincere men are nominated for director.*

Succeeding in making your Local meeting an event of consequence which is well attended and informative to those attending is strengthening the very foundation of your association.

You will recall Dr. Macklin's article in the September issue of the REVIEW entitled "Members Must Be Kept Informed." He stressed the necessity of reaching those members of cooperatives who do not read. The Local meetings will reach those men—if they are induced to come to the meetings.

Why not make it your special job to bring out all your neighbor members when your Local holds its meeting? If there is room in your car take them with you. If not, make your request so urgent that they will go anyway, and will see that all seats in their cars are filled with members of the Local or persons from the families of members.

These meetings mean more than just another evening meeting. They determine whether those in your community who do not read the REVIEW or attend educational meetings where milk marketing is discussed on an intelligent basis will have a chance to learn facts. We must go one step farther and see that these subjects are discussed intelligently. Individuals should be present who know them thoroughly and who can answer questions that may arise.

Every member of the family of each active Inter-State stockholder has a vital interest in the business of the Locals. As many of the adults in those families should attend the Local meeting as can do so. When the member, his wife, and their grown sons and daughters go to the meetings, take their part in them, understand the fundamentals of successful milk marketing, then go home and discuss these subjects further they will be making this a better association. They will be able to give their neighbors and friends straight information. The Inter-State—or any other organization which is sincere in its purposes—will gain through such an understanding.

We need the help of every member to spread the facts because **KNOWLEDGE IS POWER.**

The absurdity of it. The same men could do the inspecting provided they were paid by the dealer instead of by an impartial outside agency, the Quality Control Department of the Philadelphia Inter-State Dairy Council.

We don't know why Moffett has that position, nor why he is kept in it. To our knowledge his previous record contains nothing to especially qualify or commend him to it. His record of four months work is no more enlightening to us as to his possession of qualifications which will protect and improve the quality of the milk supply upon which Pennsylvania's 9 million citizens depend.

Instead, his record impresses us as unsatisfactory. It appears that he will play favorites with the right opportunity presented, using imaginary lines to distinguish between where good and dangerous milk is produced. Or was that the reason?

Producers Need Some Say

Should this stunt of his stay on the records every producer supplying any Pennsylvania market with milk will be at the mercy of inspectors paid by the dealers—presumably including the milk trust Moffett and his colleagues fear so mortally. In fairness, most of those inspectors will do honest jobs and will be so instructed by the companies behind them. But when milk becomes plentiful, a slight pretext might be sufficient excuse to shut off a producer. And when supplies are short less scrupulous dealers may take on milk from unsatisfactory dairies—thus working injustices on our customers, the consumers, as well as on other producers who have maintained standards at a high level.

The sound development of the dairy industry and the protection of producers' best interests demands that producers must retain a certain degree of control over the inspection of their dairies. The Quality Control department of the Dairy Council or some similarly constituted body is the logical method of attaining this end.

Based on data obtained in a recent "Farm Housing Survey", which was made as a Civil Works Administration Project, it is estimated that 5,300 rural homes in Maryland secure their water supply for the house by means of hand pumps in the dwellings, 13,200 have cold water, and 7,800 hot water piped into the house.

DEPT. OF AGR. ECONOMICS
COLLEGE OF AGR.
STATE COLLEGE OF AGR.
CORNELL UNIVERSITY
ITHACA, N. Y.

No. 5

INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the
Inter-State Milk Producers' Association, Inc.
H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
Home and Community Department
Published Monthly by the Inter-State Milk
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under the Act of March 3, 1879.



What? — No Milk!

What would you think of a Packard automobile salesman who would call on prospective purchasers while riding a motorcycle? Or a pep meeting for meat salesmen that would feature a vegetarian dinner? Those things just don't happen except at dairy meetings at which beer is served—with no milk in sight.

Your editor attended such a dairy meeting recently. In addition to being without milk, sandwiches were served without butter and corn-on-the-cob, also without butter. The sandwiches and corn were free, the beer was on sale.

This event was an annual affair of a young dairy marketing organization and we are forced to conclude that its officers approach zero in salesmanship—or they would have had an abundance of milk available, preferably free and certainly at not more than cost. They would have had butter on every sandwich and on every ear of corn that was served.

Is it possible that they reflect a terrible lack of knowledge of human nutrition and health, or that this demonstration merely shows the extent to which they use milk and other dairy products in their own homes? It certainly shows a lack of consideration for their own product.

The farmer who uses milk, butter, and cheese freely deserves every consideration and is usually able to get along. But we have little patience for his neighbor who uses little or no milk or its products and who sees fit to complain about conditions.

Focusing Attention

For weeks a fresh news release came to your editor's desk almost daily announcing under-consumption of milk in this city, that city, or some other city. The reports covered important centers of population in all parts of the country and resulted from a survey by the Consumers' Section of the A. A. A.

It was the unpleasant truth, yet a truth of which your association officers, Dairy Council workers and nutrition specialists had been aware for years. It was nothing new to them as attested by the continuous well-planned efforts which have been extended for a dozen years or more in this market in the interests of higher milk consumption.

The executives of the Dairy Council which is advertising your product in your own market have obtained results. The dealers have helped by taking your high quality milk and putting it on the market in the best possible condition, then adding their share to Dairy Council educational work, plus their own advertising. Consumption in the Philadelphia area is substantially higher than in many other markets where there has been no Dairy Council program, or where such programs are relatively new.

This general under-consumption was not news to us, nor to the thousands in our 48 states who are striving to increase the use of dairy products. But coming from an official source, the announcements focused public attention on this great need. Seeing it as an official concern we hope the public will take heed—and use more milk which it so badly needs.

An Open Book— And Open House

For the third time within a year outside interests are scrutinizing the records of your association.

This time it is the Federal Trade Commission which is following out a Resolution passed by Congress in the closing days of its last session. The present investigation is for fact finding purposes and is part of a national project as ordered by Congress.

The investigators now at work here have spent several weeks studying conditions in Connecticut and have made a preliminary study in the Boston area.

The Congressional Resolution was based on a demand for an investigation which followed the preliminary audit of dealers books. This incomplete study indicated large profits for the period preceding the first Federal milk marketing licenses, but no information is available as to conditions at present.

The resolution also calls for a show down on the oft repeated charges that some dairy cooperatives are run by the dealers.

Naturally, the investigators came to the offices of your association to get the facts about your association work and activities. They want to know the type of membership service, contractual relations, method of selling and, of course, are trying to find if there is any evidence of collusion with dealers by which our own members might be paid too little or consumers charged too much. Their plans include the study of records of all dairy interests in the milk shed.

Your association books and files are open to these accredited investigators. They are after the facts. We will help them get those in our possession.

Two Ways of Eliminating Surplus Milk

1. Eliminating overproduction of milk by feeding your entire herd on low-producing, unprofitable rations, while at the same time keeping your poor cows. This plan will help your neighbors.

2. Eliminating over-production of milk by getting rid of your unprofitable cows and feeding your good cows on a high profit ration. This plan will help you as well as your neighbors.

The above bit of sound dairy sense was found in some advertising material put out by a large feed manufacturer.

Control Breakdown

Enemies of farmers and farmers' cooperatives were blamed by F. H. Sexauer, president of the Dairy-men's League, for the rumors and charges now circulating that dairy cooperatives have been the cause of weak enforcement of Milk Control Laws.

One of the real causes of such breakdowns in enforcement, he said, has been the organization of "company cooperatives" by certain distributors which are cooperative in name only. Another is the practice of certain companies to establish subsidiaries in other states, the subsidiary buying the milk as cheaply as possible and selling it to the parent company at the regular price. In such a case the subsidiary profits go to the parent company which does the actual distributing.

Trouble Shooting

Cooling troubles among members demanded a lot of attention from your association's fieldmen right down to October 1. In addition, mastitis or garget has caused a lot of rejections and the fieldmen are being called upon by members to trace down the trouble. The brom thymol test is used to detect the cows that are afflicted. The member is then instructed to keep the milk from such cows out of the supply and how to reduce the danger of spreading the trouble from cow to cow.

A Correction

The September issue of the MILK PRODUCERS' REVIEW, in the article "Production Going Up," called attention to the increased receipts of cream from states which comprise the Philadelphia Milk Shed. Total receipts from the entire area were given and the states which are included wholly or in part in the milk shed were listed. New Jersey, although in the milk shed, sent no cream to Philadelphia in August, 1934, but did send about 1 percent of the total receipts in August, 1933.

Receipts of fluid milk and of fresh condensed milk at Philadelphia from New Jersey were both slightly higher in August, 1934,

than a year earlier. The increase all products, on a milk equivalent basis, received at Philadelphia from New Jersey was percent over August, 1933. Increase from Pennsylvania the same products was 13.8 cent and from Maryland it was percent. Receipts of milk cream from Delaware dropped percent and from West Virginia the drop was 25 percent in August, 1933, to August, 1934.

The Milk News says: "It could only spend some of the money that goes into legal fight just to tell people how good it is for them."

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St.,
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

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Statement of the ownership, management, circulation, etc., required by the Act of Congress March 3, 1933, of Inter-State Milk Producers' Association, Inc., published monthly at West Chester, Pennsylvania, for October 1, 1934.

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Inter-State Milk Producers' Assoc., Philadelphia, Pa.; Editor—H. E. Jamison, Philadelphia, Pa.; Business Manager—H. E. Jamison, Philadelphia, Pa.

2. That the owner is (If owned by a corporation, its name and address must be stated and immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given.) Inter-State Milk Producers' Assoc., 219 N. Broad Street, Philadelphia, Pa.; B. H. Welty, President, Wayneboro, Pa.; A. R. Marvel, Vice-President, Easton, Md.; F. Twining, Treasurer, Newtown, Pa.; Frederick Shangle, Trenton, N. J.; R. 3; Wm. G. Mendenhall, Downingtown, Pa.; Frank P. Willis, Ward, Pa.; E. H. Donovan, Smyrna, Del.; R. D.; R. I. Toney, Hollidaysburg, Pa.; R. 3; F. D.; I. V. Otto, Carlisle, Pa.; R. 6; J. W. Keith, Centerville, Md.

3. That the true and correct owners, mortgagees and other security holders owning or holding one per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

H. E. JAMISON,
Editor & Business Manager
of October, 1934. A. T. WALSH, Notary Public
My Commission expires March 5, 1937.

New Working Rules Set by Board

Order 17 Appears Satisfactory to All

THE NEW ORDER by the Pennsylvania Milk Control Board, known as general order No. 17 went into effect on October 1. The order is comprehensive and appears a workable and practical compromise between immediate demands of producers and of distributors, recognizing at the same time the rights of consumers.

Few major changes were made in prices. Advances were made in the newly formed Scranton area. A slight decrease in cream prices was made effective in the Philadelphia area, this decrease being passed on in full to the consumer. The new price is such that Western cream probably will find a ready market in Philadelphia only when there isn't sufficient local cream to meet the demand.

One change of major interest to all producers is contained in section 30, concerning sales quantity control, or in other words the basic quantity of each producer upon which Class I purchases are based. The new plan permits everyone to make a new base, or more accurately, automatically gives all producers supplying milk to Philadelphia the higher of (a) their present basic quantity or (b) the monthly average for the period from January 1 to August 31, inclusive. The basic quantity which will be established under the new rule will apply throughout the year 1935. It is understood that the dealers will recognize the same year in Pennsylvania. New Jersey producers will continue to have their "norms" fixed according to rules set by the Control Board of that State.

As previously, each distributor will pay Class I price for a percentage of the established basic of those producers supplying him with milk. This percentage will not be determined until after the end of the month when figures on fluid sales and on deliveries are available. Likewise, the percentages of basics for other classes will vary among distributors and cannot be known until after the end of the month.

The entire order contained in the REVIEW we have omitted those parts of it with which Philadelphia producers are not concerned directly. We have also omitted the twelve pages covering retail and wholesale prices charged by dealers and such other sections and paragraphs which are of concern mainly to dealers. For the sake of brevity, a summary has been prepared of a few certain sections. All such summaries are enclosed in parenthesis. ()

1. *Territorial Scope.* Except as to provisions which are stated to apply solely to named areas, or from which named areas are specifically excepted, this Official General Order shall apply everywhere within the Commonwealth of Pennsylvania.

It shall also apply outside of the Commonwealth of Pennsylvania in all cases provided by Act 37.

2. *Definitions.* As used in this Official General Order, the following terms shall have the following meanings:

Philadelphia Milk Marketing Area. Includes the counties of Philadelphia; Bucks; Delaware; Montgomery; and all townships in Chester lying east of the following named townships: Franklin, Highland, Honey Brook, London Britain, Londonderry, New London, Penn, Sadsbury, and West Cahn.

Separate marketing areas are also defined for the Pittsburgh and Scranton sections.)

New York Butter. Means the average price per pound of 92 score butter at wholesale in the New York Market as reported by the United States Department of Agriculture for the month during which the milk is purchased.

Classes of Milk.

Class 1 Milk.—(Includes all milk supposedly purchased with the intention of its being utilized as raw or pasteurized milk, chocolate or other flavored milk, or cream buttermilk.)

Class 2 Milk.—Includes all milk from which is derived sweet or sour cream to be sold for human consumption as sweet or sour cream respectively.

Class 2A Milk.—Includes all milk utilized in the manufacture of milk chocolate, candy, and confectioneries.

Class 2B Milk.—(Includes all milk utilized in the manufacture of ice cream, homogenized mixtures, soups or condensed or concentrated whole milk sold in sealed containers, powdered whole milk, and

Distance in Miles	Price per 100 lbs.	Distance in Miles	Price per 100 lbs.
21 to 30	\$2.20	211 to 220	\$2.00
31 to 40	2.19	221 to 230	1.99
41 to 50	2.17	231 to 240	1.97
51 to 60	2.16	241 to 250	1.96
61 to 70	2.15	251 to 260	1.94
71 to 80	2.14	261 to 270	1.93
81 to 90	2.12	271 to 280	1.92
91 to 100	2.11	281 to 290	1.91
101 to 110	2.10	291 to 300	1.90
111 to 120	2.09	301 to 310	1.89
121 to 130	2.07	311 to 320	1.88
131 to 140	2.05	321 to 330	1.87
141 to 150	2.04	331 to 340	1.86
151 to 160	2.03	341 to 350	1.85
161 to 170	2.02		

Class 2 Milk.—(Per hundred pounds) Three and one-half times New York Butter plus \$.20.

Class 2A Milk.—(Per hundred pounds) (Three and one-half times New York Butter plus \$.30 subject to certain additions and deductions according to sanitary and quantity production requirements.)

Class 2B Milk.—(Per hundred pounds) Three and one-half times New York Butter plus \$.20. (An exception applies to condensed or concentrated whole milk in sealed containers.)

Classes 1, 2, 2A, and 2B Butterfat Differentials. The above minimum prices shall apply to milk of 3.5% butterfat content. There shall be a butterfat differential of at least \$.02 for each one-half of one-tenth percent added for milk testing above 3.5% butterfat content, and deducted for milk testing under 3.5% butterfat content.

Class 3 Milk.—The butterfat content of the milk or cream, in pounds, multiplied by the average price of New York Butter. This price shall not apply to sour cream purchased as such from producers and ultimately used in the manufacture of butter.

Class 3A Milk. (The price is determined according to a formula which considers both the cheese yield of milk of varying tests and the month's cheese price at certain specified markets. It is the same over the entire state.)

Transportation Charges.

Cost of Transportation.—Classes 2, 2A, 2B, 3, 3A. The above minimum prices for Classes 2, 2A, 2B, 3, 3A Milk shall be:

a. b. milk dealer's country receiving station or manufacturing plant nearest the producer's farm. If the milk dealer has no country receiving station or manufacturing plant, then the prices shall be:

f. o. b. loading platform or shipping point nearest the producer's farm in such case, the milk dealer shall pay the cost of transportation from such loading platform or shipping point to the destination.

6. (This section refers to requirements for Grade A milk and minimum prices to producers for such milk. Its provisions are essentially the same as those contained in order No. 8 as regards butterfat premiums which remain at 3 cents per one-half of one-tenth percent and bacterial bonuses which have not been changed.)

9. *Wholesale and Retail Fluid Milk and Buttermilk Prices to be Charged by Milk Dealers in the Philadelphia Milk Marketing Area.*—(These prices have not been changed from previous orders, remaining at 11 cents a quart retail for grade B milk and 14 cents for grade A milk.)

13. *Wholesale and Retail Cream Prices to be Charged by Milk Dealers in the Philadelphia Milk Marketing Area.* (The prices enumerated in this section are slightly lower than had prevailed previously. The retail price of a quart of light cream is now \$.35 instead of \$.40, a light pint is \$.20 instead of \$.23 and a half pint is \$.12 instead of \$.13. Similar price reductions were made on the retail prices of medium and heavy cream and on the wholesale prices of cream.)

18. *Minimum Retail Price for Fluid Milk Sold at Farm in Consumers' Containers.* Any producer may sell at the farm milk produced from his own herd and supplied in the purchaser's container, at \$.02 per quart below the minimum retail price fixed by this Order for the particular marketing area.

23. *Terms of Payment.* Payment in full to the producers, or to a cooperative

producers, shall be made in cash or by check not later than the 20th day of each month for all milk delivered during the preceding month. This payment shall be accompanied by a statement showing the producers' basic quantity, the total amount of milk received, the amount utilized in each class, the price paid for each class, the percentage of butterfat, and the nature and amount of all deductions made.

How Dealers Will Pay.

24. *Basis of Determining Payment to Producers.* Payment shall be based upon a utilization basis of the aggregate of milk received, subject to the established basic quantity of producers as set forth in Section 32, at the plant or receiving station for all producers during the period covered by the payment, except that after written permission has been received from, or notice has been served by, the Milk Control Board authorizing, or directing such action, the milk dealer shall base payment upon the aggregate utilization basis of the milk received at several plants or receiving stations which are operated together for marketing purposes, or make such other special provisions as were authorized or directed.

25. *Utilization of Milk Purchased Both from Producers and from Milk Dealers.* In the case of any milk dealer who buys milk both from producers and from other milk both marketed or utilized as Class I Milk is the milk purchased from the producers, to the full amount available for this purpose. Likewise, in each successive class, the milk purchased from producers shall, insofar as available, be considered in the highest class in which the dealer utilizes any milk. However, the dealer permission may be secured from the Milk Control Board to give preference in this regard to certain purchases from other milk dealers, when, in the opinion of the Milk Control Board, such preference is justifiable.

26. *Utilization of Milk Purchased both within and without Pennsylvania Milk Area.* In the case of any milk dealer who buys milk from approved sources in the Pennsylvania Milk Area, and also milk from approved sources elsewhere, it shall be considered that all milk marketed or utilized within the State as Class I or Class 2 Milk is the milk from the Pennsylvania Milk Area, to the full amount available therefrom. For the purposes of this section, the Pennsylvania Milk Area, shall be construed to include only plants located in Pennsylvania, Delaware, Maryland, New Jersey, New York, Ohio, and West Virginia, and approved for Pennsylvania fluid milk supply by the Bureau of Sanitation of the Department of Health of the Commonwealth of Pennsylvania.

In each successive Class below Classes 1 and 2, the milk purchased from producers in Pennsylvania, Delaware, New Jersey, and New York, shall, insofar as available, be considered in the highest Class (below Classes 1 and 2) in which the milk dealer utilizes milk.

The above rules shall apply except in such cases as the Milk Control Board by prior written special order grants authority to any milk dealer to do otherwise.

Rules of Fair Play.

29. *Trade Practices.* The trade practices as outlined below shall apply to all milk dealers:

(c) No distributor shall return any milk to a producer for any cause, except that the milk is of inferior quality, and in all cases the return of milk shall be accompanied by a certificate setting forth the reasons for which the milk was returned signed by a licensed tester or inspector.

(d) No distributor shall terminate his contract or purchasing agreement with any producer except by giving such producer at least seven (7) days written notice before the termination thereof, giving reasons for such termination, except where a contract providing a longer period of time exists.

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(Continued on Page 9)

Home and Community

Elizabeth McG. Graham, Editor

"The time has come for the establishing of a new branch of public education in America. It is no longer enough that we teach children. It is not enough that we lead many of our young people through high school and a few of them through college. Every day makes it clearer that the amount of learning, and the kind of learning that an American needs for proper living cannot be won in the years before twenty-one. Our scheme of government and of life can succeed only if their more mature years, men and women will engage in careful, enthusiastic and guided study of common values, common dangers, common opportunities."

—ALEXANDER MEIKLEJOHN, University of Wisconsin.

Don't Overcook Vegetables

(Paste this timetable in the back of your cookbook)

VEGETABLE	AMOUNTS (for 4 servings)	BOILING WATER	TIME TO BOIL
Asparagus	2 1/2 small bunches	5 cups	tips: 5-10 minutes butts: 20-25 "
Beans, green	4 quart	4 "	30-35 "
Beets (young)	5 medium sized	4 "	40-60 "
Brussels sprouts	3 1/2 of qt. box	5 "	9-10 "
Cabbage, green	1 medium head	8 "	6-8 "
Cabbage, white	3/4 medium head	5 "	8-9 "
Cabbage, red	1/2 head	4 1/2 "	20-25 "
Carrots	11 small	3 "	young: 20-25 old: 30-40 "
Cauliflower	1 medium head	6 1/2 "	8-10 "
Onions, white	6 medium sized	9 "	25-35 "
Onions, yellow	6 medium sized	9 "	20-25 "
Parsnips	3 medium sized	3 "	25-30 "
Peas	2 qts. (shelled 2 1/2 cups)	3 "	20-30 "
Potatoes, Irish	3 medium sized	4 "	25-30 "
Potatoes, sweet	3 medium sized	3 "	15-25 "
Rutabagas	3/4 of 1 medium	9 "	25-30 "
Spinach	3/4 peck	4 "	20 "
Squash (Hubbard)	1 of 1 1/2 diameter	4 "	20 "
Turnips, white	3 medium sized	8 "	20-25 "

Cook vegetables until they are tender but still a little crisp.

Refuge For Migrant Birds

Wild ducks and geese winging northward in the Spring along the Atlantic flight-way have had a way station added to the route where they may rest and feed or build a home safe from booming guns and four-footed enemies. The new sanctuary, established by an executive order of President Roosevelt will be known as the Killcohook Migratory Bird Refuge.

The area embraces 1440 acres, nearly surrounding the historic Fort Mott Military Reservation and the adjacent Finns Point National Cemetery, both of which are in Salem County, New Jersey. The refuge, however, by reason of the State boundary recently established by a United States Supreme Court decision, is in Salem County, New Jersey, and New Castle County, Delaware.

The establishment of the refuge, which is only ten miles from Pennsgrove and six miles from Salem, resulted from co-operation between the Department of Agriculture and the War Department. Both the land and water areas were acquired by the War Department several years ago to be used as a place to deposit soil being dredged from the channel of the Delaware River.

Within the sanctuary it will be unlawful to hunt, trap, capture, willfully disturb or kill any wild animals or birds of any kind whatever, or to take or destroy the nests or eggs of any bird, or to occupy or use any part of the reservation, or to enter it for any purpose except under such rules and regulations as may be prescribed by the Secretary of Agriculture. There are also heavy penalties for cutting timber and starting fires in or adjacent to the refuge.

Ducks are quick to understand and take advantage of friendly hospitality, and already hundreds of pintails, black ducks, golden eyes and scaups have dropped off for a brief stay.

No mad disorderly rush is this migration. All is system and order. The wedge-shaped flocks and wavering lines

are led by seasoned veterans familiar with all the dangers of the route. The leaders are implicitly obeyed by the younger birds. It is these leaders which soon learn the location of refuges, where rest and food may be safely taken. Year after year they bring their charges to protected areas.

The Killcohook Migratory Bird Refuge is the eighteenth to be established in the United States and is the fifth link in the chain along the Atlantic seaboard.

—From the Inquirer.

Select materials with a color-fast guarantee for children's dresses. Small prints and plaids look fresh longer than plain materials, which show every spot and wrinkle.

Rubber rings for fruit jars should be new each year. Rinse them in boiling water before using, to remove the surface powder which may give an unpleasant flavor.

Substitute whole wheat flour for half of the white flour in biscuits, and get a new flavor as delicious as it is wholesome.

Money Can't Buy A Better Food Than Milk

Ira V. Hiscock

Professor of Public Health, Yale School of Medicine

An adequate supply of milk is the first essential in planning the food needs of a family. Of particular importance is this question during these times of economic pressure. When every dollar must be counted and a balanced diet is challenged, milk helps the thrifty housewife to meet her budget and helps to maintain normal growth for children. The significance of diet to the health of the individual, especially of children, has become fully appreciated with the development of modern research in nutrition. Curtailment of children's diets in European countries during the World War was followed by outbreaks of deficiency diseases. But serious undernutrition may result even when the such deficiency diseases do not threaten. The American Medical Association points out that, "Prolonged and general underfeeding often be more insidious in its effect than are specific inadequacies result in such diseases as scurvy, rickets, and pellagra." Under the most favorable circumstances, a wise selection of food and the proper feeding of a family requires knowledge and skill.

But when every dollar must bring the greatest return in nourishment and satisfaction, the task becomes more difficult. In the economic crisis, with its resulting reduction in income and employment, the problem of obtaining an adequate diet at a minimum cost has become universal. The U. S. Government Bureau took the initiative early in the depression period in pointing to the necessity of spending the "food dollar" properly if it were to protect the health of citizens. Other agencies rapidly followed in the crusade for adequate diets and sounded a warning to nutrition leaders of the consequence of relaxing their vigilance in maintaining dietary standards. From the first, these agencies urged that food money be spent for food that would "feed" not merely "fill" and that the so-called "protective" foods—milk, fruit, vegetables and eggs—be accorded their rightful place in the emergency diet.

Milk an Essential

There is universal agreement that the nutritional needs of people are best served when adequate amounts of milk are used. They agree that when the food fund is reduced to a minimum, milk should still be regarded as a necessity. "Milk does more for the body than any other food, and does it more cheaply. It safeguards the low-cost diet for children and adults." "Milk is both the cheapest and surest protection from the nutritional deficiencies which open the way to diseases and life-long injuries to health, happiness and working efficiency." Cows' milk contains the essential food elements in a form which is easily assimilated. It is a most suitable food for consumption by man and indispensable in the diet of infants and invalids. Careful studies of the relative merits of artificial and breast feeding for infants indicate the superiority of the latter. Breast feeding should be encouraged whenever possible. For infants who for



Honey

There are many ways in which honey can be used in place of sugar. It offers a pleasant variety of flavor and is a wholesome sweet. Recipes write for the following free bulletins: "Honey—Its Use in Cooking" Bulletin 99, New Jersey College of Agriculture, New Brunswick, New Jersey; "Honey and Its Uses in the Home" Farmers Bulletin 653, U. S. Department of Agriculture, Washington, D. C.

Having Christmas Money On a Farm

Annah McK. Lyons, M.D.



One of my prized bright spots is a bouquet of the "trailing coleus" which will give pleasure all winter. Recently a friend gave it saying, "the corner of our lawn is a beauty spot and I have broken it so much but it still thrives and brightens in the sunshine." In a store last week I saw a table of small pots each with a half dozen ends of "air plant." The brown-purple variety any one would love; then another of the light-green variety; and still another of the plain-green leaf.

What girl could not do this and have the loveliest Christmas gifts or build up a small business of her own. Yes, you have always shared them with your neighbors and you still will but with courage you will soon find you are getting a sale for your choice ones.

A group of girls chatting on a bright afternoon soon found a very interesting topic was that of earning money for Christmas. There were the usual doleful remarks about not money enough, and no way to earn any when the guest of the afternoon surprised the group by exclaiming, "Oh, it's easy if you live on a farm." The doubt of anything "easy" in the money-line from their farms was pictured on their faces, for they were all farm girls, made me want to get a little closer while the guest with an assurance born of success told of "how."

"I make the dearest little sachet bags, filling them with dried crushed violet, rose, geranium and rosemary leaves and just the tiniest pinch of salt. The bags are made of the daintiest colors: pink, pale green, lavender, sky-blue, etc. The material is satin and I buy the tiny scraps from wholesale milliners. I get fifty cents for six of the tiny bags sewed to eight-inch lengths of dainty baby ribbon, then all tied together at the ends forming a neat bow."

"I crochet simple collars and yokes, belts and belt buckles and one of my best sellers is the little 'hanger-ups' for the business woman who travels, or must live in a bag."

"Every year I set out two or three hundred tea rose cuttings, and at Christmas time I sell the rested and budded plants in tiny pots for thirty cents each. My date palm tub was just full of young plants. These taken out and potted in tiny pots proved very easily sold."

"But my very best seller was the parsley. Every house-mother wanted a pot with a parsley root for her kitchen window. The thrifty green curly leaf looks well, and in addition it lends value to the soup kettle and stew-pot."

"About four or six weeks before Christmas I make many pounds of delicious fruit cake and sell it at fifty cents a pound. The delicious spicy mince meat finds ready buyers at good prices. All the cream and eggs I care to sell go at fair prices; while hickory nuts and walnuts gathered in the fall as well as pickle and chili sauce all go at this season; while my jelly and jam closet has a great run."

"Just shortly before the important day I bake large numbers of mince pies, doughnuts, cookies and plum puddings. These all sell to those who can afford to pay a good price."

"And I find after Christmas all is sold out and in return I have a generous bank account for my work and materials. Earning money at home is one of the easiest things in the world if a girl happens to live on a farm."

I had been listening; not one page of my book had been turned. I slipped quietly from the room, but not until I had noticed that the look of doubt was entirely gone from the faces and one of real interest had taken its place. They were learning—

"That you in your corner And I in mine—"

could do the things we most desired, were we willing to put thought, energy and time in to doing.

"INTER-STATE" WOMEN!

There is much for you in the coming Annual Meeting . . .

Tuesday and Wednesday, November 20th and 21st

BROADWOOD HOTEL, PHILADELPHIA

Two Days of Information and Inspiration

TUESDAY

MORNING—10 O'CLOCK

A Special Program for the Women

"What Part Have We as Women in the Cooperative Movement?"

NOON—FROM 12 TO 2 O'CLOCK

"Inter-State" Luncheon

Served in a Special Dining Room for men and women (Prices, 35c and 50c)

AFTERNOON—2 O'CLOCK

Important Session of the Association

Addresses and Discussion of Dairy and Home Interests

Following the Afternoon Session

A Get-Acquainted Hour

An opportunity to get acquainted with folks from other Locals—to see what milk looks like through the microscope—to see exhibits of articles manufactured from by-products of milk—and demonstrations of ways of cooking with milk, and other exhibits.

EVENING—6 O'CLOCK

"Inter-State" Annual Banquet

Good music—good entertainment—good fellowship—to round out a full day for cooperative men and women.

WEDNESDAY MORNING—10 O'CLOCK

Educational Session

More About Producing, Marketing and Consuming Milk

All over the territory women are increasingly attending and participating in the meetings of the Locals—Women are also increasingly attending the annual meeting in order to have a clearer understanding of our common problems and objectives. We all share of the same major problems but we are working together with over twenty thousand other dairy farm families towards common goals—Better milk—Better prices—Better farm life for the whole family.

General Information

Rates for those desiring to stay overnight in the hotel will be \$2 per person. On Tuesday morning between 9 and 10 o'clock hot cocoa will be served for all those who have had to make an early start. Get registered as soon as you arrive.

WATCH FOR THE NEXT ISSUE OF THE REVIEW WITH FULL DETAILS

Seeking Facts On Feeds

Milk producers are paying close attention to feeding problems this fall, judging by reports from county agents and agricultural colleges. High feed prices is the chief cause of this, it is believed.

Some producers in the milk shed, especially those between the mountain ranges, have suffered from dry weather with its short crops. They, especially, are finding it good business to use every available source of reliable information on how to feed their herds to best advantage.

Most other producers find it advisable to buy some feed to supplement their home grown supplies. Intelligent feeding requires a balanced ration and as every farm has a different problem as to kinds and relative amounts of feeds on hand the best solution for one farm may not apply to all other farms in the neighborhood.

It is because of this difference of farm conditions that every Inter-State member who has a feeding problem he wants solved is urged to go to his county agent or write to the dairy department of his agricultural college for advice and suggestions which will be unbiased. Many feed dealers are also capable of giving sound advice while other dealers are interested only in selling feed, their respective attitudes depending on each dealer's ability and reputation.

It is believed also that many milk producers are giving closer attention to proper feeding as one way of beating the depression. More and more of them are realizing that the depression is the real reason why milk prices are not what they were five or six years ago. They are aware that cutting the cost of producing milk is even a better method, in certain respects, of making a profit than to increase the price. Any profit a producer makes by cutting costs is all his own. It does not reduce sales nor stimulate everybody's production as a price increase so often does.

Dairy specialists at our Agricultural colleges are urging dairymen

everywhere who are faced with a short feed supply to cut down the size of the herd by getting rid of the poorest producers or any diseased cows. They go further and explain that fewer cows properly fed will return a far better profit to their owners than will the same feed stretched out over more cows with none of them getting enough.

Pennsylvania 4-H Clubs

A 15 percent increase in 4-H club members is indicated by reports received at the state club office at the Pennsylvania State College. Last year there were 14,400 different boys and girls in club work in Pennsylvania, while this year the total is estimated at 16,500.

Enrollment this year is double that of 1928 and is equivalent to one club member for every 12 farms in the state. A. L. Baker, state club leader, believes that the growth in club membership is evidence of the contribution that club work is making to rural life.

Baker reports that six objectives are emphasized in the current club projects. These are: high unit yields, low unit cost of production, greatest possible margin of profit, conservation of food and fabrics, economic procedure in marketing, and adequate balance of social activities with educational and economic factors.

Growing Bull Needs Good Feed and Care

Next in importance to the selection of a herd sire on the basis of prepotency for high production is the feed and care of the animal while growing and developing, says J. W. Bartlett, professor of dairy husbandry at the New Jersey College of Agriculture.

Type, vigor and size all contribute to the value of a sire. Although type is inherited it is greatly influenced by proper feeding. Vigor and size are dependent largely on proper feeding and care.

Professor Bartlett suggests that where a surplus of milk is available the milk from the lowest testing cows be utilized in feeding the growing bull calf and also other calves in the herd.

Sterilize Milk Pails With Low Pressure Steam

A low pressure steam sterilizer which can be used for milking pails on the dairy farm has been designed by J. E. Nicholas, of the agricultural engineering department of the Pennsylvania State College. Milking pails can be sterilized at 215 degrees Fahrenheit for any desired length of time in this equipment. Heating the utensils up to this temperature might be considered as sufficient, because after the heating is turned off the temperature remains above 180 degrees for a long time.

This low pressure steam sterilizer

can be heated on a gas, coal, oil, wood, or electric stove. Experimental evidence showed that by using one quart of water, four milking pails attained 215 degrees Fahrenheit on a gas-heated stove in less than 15 minutes. Nicholas says, however, that a pint of water is enough for one operation.

Scalding dairy utensils with hot water is the least acceptable, and certainly far short of being a satisfactory method of sterilizing milking pails or any other dairy utensils, Nicholas says. Boiling milking pails in an open and uninsulated container will not produce the required high temperature necessary for sterilization either. Even a cover over the container does not assume that the temperature near the top, or around the lid where the apparent escape of steam takes places, is sufficiently high for sterilization.

When a steam pressure as low as 1 to 3 pounds per square inch is available, the temperature is practically uniform and ranges from 210 to 215 degrees even if the container is uninsulated and the heat is supplied by only one burner of a kerosene stove. The sterilizer designed by Nicholas provides these conditions.

Milk Month In New York

October is milk month in New York State. Governor Lehman issued a proclamation to that effect in mid-September and called upon every interested agency to do everything in their power to increase the consumption of fluid milk by the citizens of that state. Among public men who endorsed this campaign was Major General William D. Connor, superintendent of the Military Academy at West Point. He called attention to the liberal use of milk at that great institution and connected it with the excellent health record of the cadets.

High state officials, civic leaders, educators and many others in addition to those engaged in the dairy business are working for the success of the enterprise.

Keep Cows Clean

Winter weather simplifies certain problems that producers must face in the production of high quality milk. But it has other problems of its own.

Keeping the cows clean is one of our winter jobs and without clean cows it is doubly hard to keep sediment out of milk. Absolutely clean surroundings is the first essential. Even then there is the danger of chaff or other dirt clinging to the hair on udders and flanks, then dropping into the milk.

Straining, of course, will remove much of the foreign matter. But the only safe method is to keep such substances out of the milk. Some of it will dissolve and some may be so fine as not to strain out.

Clipping the flanks and udders of the milking cows will remove the hair to which much of this dirt clings, and which later may drop into the milk while milking. This

precaution reduces to almost nothing the danger of hair falling into the milk pail.

Washing the udder and flanks made much easier if the hair is clipped short. With short hair it is possible to wipe the udder and flanks dry, thus reducing the danger of chilling during cold weather. Some dairymen prefer to go further in keeping their cows clean by clipping the entire body.

It stimulates a new growth of hair which helps keep the coat in the best condition and is a great aid in producing high class milk.

Readers' Letters

Editor,

MILK PRODUCERS' REVIEW.

I hail the reprint article by Dr. M. J. in the REVIEW. The thoughts expressed so understandingly are those I have been thinking more than a year but did not put them in an exposition that. Its vital to the organization month is too long between issues a paper, some statement should be made weekly. Such an expenditure I would soon return its cost.

A. K. ROTHENBERG

Clipping Young Alfalfa May Ruin Future Crop

Many beginners with alfalfa make the mistake of clipping new seeding or attempting harvest a crop of hay from. Unless weeds get very bad, the field should not be clipped.

Alfalfa needs to make as much root as possible the first season in order to withstand winter injury. To do this, the top must be left undisturbed. The roots will grow and store up nutrients until the fall if the top is not cut. The old top and the stubble left to protect the stand over winter and prevent the blowing off of soil cover. Where alfalfa grows luxuriantly, clipping or harvesting at the first fall may not be serious but the beginner should take chances. Pasturing the top closely is as bad as or worse than mowing.

Worth Its Salt

Salt, its importance in the ration and in feeding all other farm livestock, including poultry, is the subject of an illustrated booklet, "The Farmer's Salt Book," which can be obtained by writing to the MILK PRODUCERS' REVIEW, 219 N. Broad St., Philadelphia, Pa. Other uses of salt are also described in this booklet, including how to use it in curing meat, killing weeds, in the household and in many other purposes. Write for a copy, it is free.

A complete discussion of iodine its needs and benefits in livestock feeding, is contained in a booklet recently published by the Iodine Educational Bureau, Inc., 112 Broadway, New York City. The booklet reviews experiment station work on the use and effects of iodine in the ration. The booklet is free

New Rules Set by Board

(Continued from page 5)

No producer shall terminate his contract or selling agreement with any distributor except by giving such distributor at least seven (7) days' written notice before the termination thereof, and where a contract providing a longer period of time exists.

Basics

32. Additional Rules on Sales Quantity Control Everywhere in Pennsylvania. A producer who has been selling fluid milk for a period less than six months may be assigned a basic quantity equal to the average monthly production, computed on a daily basis, for such time as he has been a producer, subject to the approval of the Milk Control Board.

(a) A producer with a base, as determined above, who buys a farm or who rents a farm as a tenant may retain his base at his new location provided that he sells his milk in the same market as heretofore.

(b) A tenant with an established base, renting a farm, may transfer his individual base from farm to farm provided that he

dealer be increased by this method, then the new basic quantity for each producer shall be reduced by the same percentage that the milk dealer's total basic quantities have been increased by the above method, so that the total basic quantities of all producers selling to any milk dealer shall not be increased hereby.

33. Additional Rules on Sales Quantity Control Everywhere in Pennsylvania. A producer who has been selling fluid milk for a period less than six months may be assigned a basic quantity equal to the average monthly production, computed on a daily basis, for such time as he has been a producer, subject to the approval of the Milk Control Board.

(a) A producer with a base, as determined above, who buys a farm or who rents a farm as a tenant may retain his base at his new location provided that he sells his milk in the same market as heretofore.

(b) A tenant with an established base, renting a farm, may transfer his individual base from farm to farm provided that he

sells his milk in the same market as heretofore.

(c) A landlord, who rents on shares, is entitled to the entire base to the exclusion of the tenant, if the landlord owns the entire herd on such farms. If the cattle are jointly owned, whether in a landlord and tenant relationship or otherwise, the base will be divided between the joint owners according to the ownership of the cattle.

Combining Basics

(d) The separate bases of any landlord and his tenant or tenants may be combined and handled as a single base, and when the landlord and tenant or tenants separate, the combined bases shall be divided according to the proportion of the division of the herd.

(e) Any producer who shall voluntarily cease to market milk for a period of more than forty-five (45) consecutive days, shall forfeit his base. In the event he resumes production, thereafter, he shall be treated for the purpose of these rules as if he were a new producer.

(f) Any producer may combine all the bases to which he may be entitled

hereunder, for example, a producer with a base, who acquired another herd accompanied by a transfer of the base from the seller, may combine the two bases.

(g) Where a herd is dispersed for any reason, without the base having been transferred with the herd, the producer must replace the herd within forty-five (45) days if he is to retain his base.

(h) Any producer who has not marketed milk in Pennsylvania previous to March 1, 1934, shall not hereafter sell fluid milk in this Commonwealth without first obtaining written authorization from the Pennsylvania Milk Control Board.

(i) A distributor of fluid milk shall not accept the milk of a new producer without first obtaining written authorization to do so from the Pennsylvania Milk Control Board.

Tell the merchant that you saw the advertisement in the MILK PRODUCERS' REVIEW when you make your purchase of products advertised on these pages.

OFFICIAL NOTICE 18th ANNUAL STOCKHOLDERS' MEETING of the INTER-STATE MILK PRODUCERS' ASSOCIATION at the Broadwood Hotel, Philadelphia, Pa.

NOVEMBER 20-21, 1934

In accordance with the by-laws, the stockholders of the Inter-State Milk Producers' Association will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, on Tuesday, November 20, 1934, at 10:00 A. M. for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and for the transaction of such business as may be necessary.

B. H. Melty President

A. Ralph Jolliffe Secretary

A summary of Annual Meeting plans and program will be found in the article "Members Will Meet Next Month" on page 3. A complete program of the meeting will be announced in the November issue of the INTER-STATE MILK PRODUCERS' REVIEW.

The directorships to be filled, together with a listing of all Locals in the respective districts in which vacancies will occur will be found on page 3.

PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION

INCORPORATED 1917
IN THE STATE OF DELAWARE

PROXY
ANNUAL STOCKHOLDERS' MEETING, 1934

Know All Men by These Presents

That I, the undersigned, being the owner of _____ shares of the capital stock of the corporation above named, do hereby constitute and appoint _____

(Write in Name of Delegate and Alternate)
my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, at 10 A. M. on Tuesday, the Twentieth day of November, 1934, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead, hereby expressly revoking any and all proxies or Powers of Attorney of like tenor given by me.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this _____ day of _____, 1934

Witnessed _____

PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

CLIPPED COWS GIVE MORE MILK, CLEAN MILK, BETTER MILK

Clipped cows are quickly, thoroughly cleaned by wiping with damp cloth. This excellent, completely self-contained electric clipper has powerful motor inside the handle. Clips cows, horses, mules. Clips fast. Easy-to-use. Ball-bearing. Complete with 23-ft. rubber covered cord and unbreakable socket plug. Stewart hand power No. 1 Clipper only \$12.50. At your dealer or send \$2.00. Pay balance on arrival. Send for free complete Stewart catalog of clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Road, Chicago, U. S. A. 44 Years Making Quality Products.

STEWART ELECTRIC CLIPMASTER

NOW ONLY \$15.00

FOR MORE, BETTER, AND EARLIER GRASS!

USE —

AERO CYANAMID

The New "JAY BEE" Grinder

Grinds Every Grain—Roughage Grown—Makes Feeds Go 25% to 40% Farther

Every dairyman—live stock feeder—can make highly nutritious, palatable feed from home grown crops. Don't waste high priced feeds feeding them whole. Grind them with "JAY BEE" all steel hammer mill.

Big capacity. Operates with any farm tractor without jack shaft. Swing hammers. Quick changing screens. Grinds fine, coarse, medium. Long life. No costly breakdowns. "JAY BEE" are the world's standard. Over 18,000 in use all over the world, setting the standard for capacity, economy and durability. Write for feeding facts, low price, terms, etc. J. B. SEDBERRY, INC., 163 Hickory St., Utica, N.Y.

Precipitated Agricultural Lime, Highest quality. Kiln treated. Low prices. Write: West Virginia Lime Company, Box 405, Roanoke, Va.

WHAT PRICE IDEAS?

That is what every piece of good printing is—AN IDEA

If you would be interested in a good printer's ideas about good printing, we are at your disposal at any time.

Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

Speed of Sounds

Sound travels at the rate of 1100 feet per second. But there are some exceptions to the rule, namely:

Scandal—1100 yds. per second
Flattery—30 feet
Truth—6 inches

"I wish our bank could get on its feet enough to stop sending back our checks marked 'No funds,'" said the bride to her husband. "A bank that hasn't got enough money on hand to pay a \$4.27 check ought to be merged and put on a sound basis."

SEPTEMBER BUTTER PRICES				
Date	92-Point	Philadelphia	New York	Chicago
1	28 1/4	27 1/4	26 1/2	
4	27 1/4	26 1/2	26	
5	26 1/2	25 1/2	25 1/2	
6	26 1/2	25 1/2	25 1/2	
7	26 1/2	25 1/2	25 1/2	
8	26 1/2	25 1/2	25 1/2	
10	26 1/2	25 1/2	25 1/2	
11	25 1/2	24 1/2	24 1/2	
12	25 1/2	24 1/2	24 1/2	
13	25 1/2	24 1/2	24 1/2	
14	25 1/2	24 1/2	24 1/2	
15	25 1/2	24 1/2	24 1/2	
17	26 1/4	25 1/4	24 1/2	
18	26 1/4	25 1/4	24 1/2	
19	27	26	24 1/2	
20	27 1/2	26 1/2	25 1/2	
21	27 1/2	26 1/2	25 1/2	
22	27 1/2	26 1/2	25 1/2	
23	27 1/2	26 1/2	25 1/2	
24	27 1/2	26 1/2	25 1/2	
25	27 1/2	26 1/2	25 1/2	
26	27 1/2	26 1/2	25 1/2	
27	27 1/2	26 1/2	25 1/2	
28	27 1/2	26 1/2	25 1/2	
29	27 1/2	26 1/2	25 1/2	
Average	26 7/8	25 7/8	24 3/4	
August, 1934	28 3/8	27 3/8	26 3/8	
Sept., 1933	24 6	23 6	22 6	

Low Electric Rate For Water Heating

Hot water is essential on dairy farms. Without it, trouble is encountered in cleaning utensils and in producing a high quality of milk. And, of course, every housewife wants an abundance of hot water for her numerous household tasks and for the kitchen and bath.

Heating the hot water is often a real live problem. This is true in the milk house or other outbuilding which may be close to the barn and where fire hazards are greater. Open flames carry a certain amount of danger and sparks from chimneys are even worse. Heretofore electricity has been impractical because of its cost.

Recently, however, methods of using electricity have been developed which makes it practical in water heating. Special equipment is used and special rates apply for that particular purpose. All electric companies have not yet made this available but the plan is spreading rapidly.

Automatic Equipment

Special equipment is used, the tank of 50, 80, or 100 gallons being heavily insulated. The current is turned on automatically at a predetermined time, usually at 10:00 p. m. after the heavy evening load is past. It is also turned off automatically at a predetermined time, some companies setting this at 4:00 p. m., which is before the heavy evening use of electricity occurs. The heater is set to reach a certain temperature which the user may prefer, perhaps 150, 160, or 170 degrees. Whenever the temperature of the water reaches the set mark the current is turned off and remains off until the water temperature drops to another mark a few degrees less, when the current is again turned on.

No water heating, however, can be done during the hours when the current is automatically off. During such periods the reserve supply in the tank must be depended upon, the water remaining hot for hours and as hot water is drawn off cold water enters at the bottom of the heater but does not mix with the hot water at the top.

A One-Cent Rate

The rate for water heating by this method is much lower than the regular electric rate, one large company charging only one cent a kilowatt-hour. Such a rate appears possible under these specified conditions because the current is used only during those hours of the day when less current is used for other purposes. Generating equipment is busy producing electricity at all hours whether used or not and apparently it is considered good business to sell some of this excess, or surplus, current at a low rate rather than not to sell it at all.

Each electric company offering this service has certain requirements as to use and installation which must be met in order to get a special rate.

Have any REVIEW readers used this special equipment for heating water? If so, we would like your experiences as to cost, convenience, reliability, and other important points.

Penn State Offers Study Courses

Forty-two free courses in agriculture and home economics are offered by correspondence for systematic study at home by those who are unable to come to college. Professor T. I. Mairs, director of these courses at the Pennsylvania State College, reports.

Courses in general agriculture include plant life, tile drainage, farm bookkeeping, grain crops, clovers and grasses, fertilizers and farm manures, silos, and potato growing.

In animal industry the courses offered are: breeds of horses, sheep husbandry, stock feeding, beef production, swine husbandry, principles of breeding, dressing and curing meat, and poultry keeping.

Horticultural courses include propagation of plants, market gardening, orchard fruits, small fruits, home vegetable gardening, home floriculture, commercial fruit growing, and principles of insect control.

Butter making, technology of milk, study of milk, dairy breeds of cattle, market milk, and ice cream manufacture are the courses offered in dairying.

In home economics the courses are: canning and preserving, garment making, house furnishing, food selection and preparation, and table service.

Miscellaneous courses include beekeeping, introduction to chemistry, farm forestry, building materials, farm chemistry, farm management, and principles of marketing.

"The student enrolled in correspondence courses is in a position to apply immediately the information which he gains, without waiting a year or more, as a resident student must often do," Professor Mairs pointed out. "He can take the work without leaving home or letting it interfere with his regular occupation."

22 States Testing for Bang's Disease

The testing of cattle for Bang's disease under the Federal emergency appropriation has been started in 22 states and officials of the U. S. Bureau of Animal Industry announce that the work will be taken up soon in several other states. The list of states in which testing is now going on include all states in the Philadelphia milk shed.

According to rough estimates, based on preliminary work, it is expected that about 15 percent of cattle will react to the agglutination test for Bang's disease. In some localities, however, the prevalence of the disease may be high as 20 percent or more.

Market Shows Improvement

EVIDENCE points to a healthier tone in the local milk situation. The extra supplies which were generally available early in September have largely disappeared. It has become possible for your quantity of blood serum from an animal under test. Blood serum from infected animals causes a de reaction.

Better Wisconsin Prices

A four cent rise in Wisconsin milk prices occurred in August, average for all uses being reported at \$1.08 per hundred pounds. Part of this development is credited to increased consumption. It will be recalled that an extensive advertising campaign was started by those dealers comprising the Philadelphia Milk Exchange and who buy your milk. That this was a factor in stimulating demand is quite probable.

Cream receipts have been slightly irregular from week to week with the month's total about 3 percent above September, 1933. As in August, the trend has been toward using local cream with 67 percent of the receipts originating in the states sharing in the milk shed, New Jersey excepted. In September, 1933, only 29 percent of the cream came from the local area. Cool and rainy weather has had a depressing effect on cream demand, resulting in lower prices and occasional trouble in moving available supplies.

Policeman: "How did you do to get that jar of honey?"

Tramp: "Well, I admit I do keep no bees; but what's to stop fellow squeezing it out of the flowers himself?"

Report of the Quality Control Department Philadelphia Interstate Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of August, 1934:

No. Inspections Made	218
Special Farm Visits	31
No. Sediment Tests	109
Bacteria Tests Made	429
Days Can Inspection	429
Days Special Work	411
No. Miles Traveled	29,746

During the month 123 dairies were discontinued from selling for failure to comply with the regulations. 10 dairies were re-instated before the month was up. To date 293,905 farm inspections have been made.

Report of the Field and Test Dept. Interstate Milk Producers' Ass'n

The following statistics show the operations of all the Interstate Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of August, 1934:

Butterfat Tests Made	8421
Plants Investigated	34
Calls on Members	424
Quality Improvement Calls	607
Herd Samples Tested	227
Membership Solicitation Calls	128
New Members Signed	983
Cows Signed	4
Transfers of Membership	4
Microscopic Tests	666
Brom Thymol Tests	504
Meetings Attended	341

spite of last summer's drought. The area from Minnesota and Iowa eastward, with few exceptions, showed an increased production per cow with slightly fewer cows.

The national outlook reveals price increases in several markets which are under AAA supervision. These ranged from \$1.14 to \$1.50 a hundred pounds with retail price increases accompanying most of them. Except certain New England cities the increases occurred in midwest and far west sections where the feed situation has seriously affected costs of production.

Butter Prices Down

The market for manufactured dairy products was decidedly weaker in September than in August. Butter prices declined in early September to about four cents below the August peak. The monthly average of New York 92-score butter was 25.78 cents or 1.6 cents lower than August. A slight improvement occurred near the end of the month with a further slight decline early in October.

September production of butter was 2.4 percent below a year earlier while cheese showed a 5.4 percent increase and evaporated and condensed milk even greater increases. The net result on a milk equivalent basis was a decrease of one-tenth of one percent on these four products combined. Changes in butter and cheese production compared to September, 1933, was spotted, some sections showing drastic decreases while others revealed heavy increases. Wisconsin showed a large increase in butter production and a slight increase in cheese over a year ago. Iowa ranked ahead of Minnesota in August butter production, with more than in July and 8 percent more than in August, 1933.

Storage stocks of butter on September 1 amounted to 120 million pounds as compared to 175 million a year earlier and a 5-year average for that date of almost 140 million pounds. It is estimated that the peak of storage stocks was passed early in September. All cheese in storage totalled 122 million pounds on September 1 as compared to 108 million pounds as a 5-year average. Storage supplies of both evaporated and condensed milk were slightly less on September 1 than a year earlier.

September Prices at Principal Markets

MARKET	Prices f.o.b. City 3.5% Test			Butterfat Differential	Retail price "B" milk
	Class I	Class II	Class III		
*Philadelphia	\$2.60	x\$1.35	x\$.90a	4c	11c
*Pittsburgh	2.48	x 1.68	x .95a	4	11
San Francisco	1.785	?	?	5.1	12
*N.Y. City (201 mile zone)	2.445	1.40	1.45a	4	13
Des Moines	2.00	1.35	1.11	3	10
*Louisville	2.03	1.50	1.01	3	11
Washington	2.67	1.51	—	7	13
*Baltimore	2.77	1.95	1.51	5	11
Detroit	2.25	1.43	1.10	4	11
*Milwaukee	2.30	2.07	1.41a	3	10
Boston (161 mile zone)	2.28	1.23	—	3	11
*Chicago (71 mile zone)	2.25	1.34	—	4	10
St. Louis	2.35	1.40	1.02	3	11
St. Paul	2.00	pool	—	3	10
*Cincinnati	2.29	1.65	1.05	3	12
*Richmond	2.92	1.75	1.00	4	13

*Under State Control Board supervision; a—Under A. A. A. milk marketing license. (t)—August prices; x—Applies at all delivery points; a—Additional price classifications which are not included.

average for that date of almost 140 million pounds. It is estimated that the peak of storage stocks was passed early in September. All cheese in storage totalled 122 million pounds on September 1 as compared to 108 million pounds as a 5-year average. Storage supplies of both evaporated and condensed milk were slightly less on September 1 than a year earlier.

A healthy sign in the manufactured dairy situation is the increased trade output during August. Compared to a year earlier 6.2 percent more butter, 12.4 percent more cheese, 13 percent more condensed milk and 95.6 percent more evaporated milk moved into consumption channels. The evaporated milk movement in August, 1933, was unusually light which makes a percentage comparison somewhat unfair although this year's movement was very good. The August figure for all products shows a 14.1 percent increase while for the first 8 months the trade output compared to 1933 was 4.3 percent greater. Production was reduced 6.1 percent during the same period.

On the whole, the dairy situation is much more encouraging than a month ago. It appears that consumption of all products is increasing, including fluid milk on the local market at least. Storage supplies are less burdensome which should hold prices at a level above last year's and makes rather remote any possibility of an extreme price break such as occurred last December.

July Prices Paid by Producers' Associations

3.5% Milk, f. o. b. Market (x)		
City	Average Net Price	Basic Price
Hartford	\$2.94	\$3.405
New York City	1.42	2.45
Louisville	1.74	2.055
Peoria	1.03	1.65
Detroit	1.85	2.25
Milwaukee	1.38	1.85
Akron	1.89	2.38
Boston	1.63	2.30
Chicago	1.693	2.25
Kansas City	1.64	1.75
Minneapolis	1.37	1.60
St. Louis	1.22	2.00

(x)—Except New York quotations apply to 201 mile zone, Boston to 181 mile zone and Chicago to 70 mile zone.

Notice: RATES REDUCED

Don't pay for this . . . if you live out here

Save 25% to 30%

Full Protection—Safety At New Low Rural Rate

EFFECTIVE Saturday, September 1, we announce an important reduction in our liability insurance rates for country dwellers. ON AND AFTER THAT DATE, THE PRICE FOR INSURANCE ON ALL TYPES OF PLEASURE CARS WILL BE ONLY \$15.00.

This important and money-saving rate reduction is possible because we are doing business mostly with the farmers and other rural people of Pennsylvania.

COMPENSATION: Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

Pennsylvania Threshermen & Farmers Mutual Casualty Insurance Co.
325 S. 18th St., Harrisburg, Pa.

Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in—

☐ AUTOMOBILE or TRUCK INSURANCE

Make of Car Model

☐ COMPENSATION INSURANCE

Business Payroll

Name

Address

This inquiry does not obligate me in any way.

Mail Today

Chopping Forage Better Than Grinding

Dairymen who ask whether it is better to chop or to grind forage for dairy cows, and whether it pays to do either, should consider the problem from the mechanical, labor and feeding standpoints, believes W. C. Krueger, extension engineer for the State Agricultural Experiment Station, Rutgers University.

"Chopping is preferable to grinding when considered from the standpoint of operations," he declares, "since the ton-efficiency is higher with less labor and power required. The machinery is less complicated and the investment and upkeep charges are therefore lower. From the feeding viewpoint chopping also has the preference of most dairymen, since hay which has been finely ground is often quite dusty and unpalatable, and there is a tendency for grinding to decrease the digestibility of good hays.

"Whether chopping pays is often a matter for individual determination. There is generally a labor and time advantage when chopping hay from fields into the mow. Ignoring this possibility, there is a definite advantage in the chopping of hay cured in the mow in the usual way, for coarse stemmed hays are eaten with less loss when chopped. A saving of from five to eight per cent in tonnage has been effected in tests.

"Chopped hay is somewhat easier to handle. It facilitates mixing with other feed materials, although tests have shown that there was no advantage whatsoever in mixing concentrates with chopped hay in comparison with feeding separately.

"A summary of this situation reveals that neither chopping nor grinding of good quality legume hays for dairy cows increases the feeding value sufficiently to justify expense. With coarse hays as much as a ten per cent increase in value may be obtained by chopping through the elimination of waste in feeding, and there may be a real labor and time advantage in chopping hay from the management standpoint. Chopping is to be preferred to grinding from the standpoint of feeding, handling, labor and equipment."

Practical Dairy Course Announced by Rutgers

A course in dairy farming, designed to prepare men to manage dairy farms either for themselves or for others, will be given by the New Jersey College of Agriculture, Rutgers University, Acting Dean F. G. Helyar has announced. Instruction will begin on November 5 and will be carried over a 12-week period.

The courses which are offered will include considerable time in the college barns, feeding and managing milk cows and calves. Emphasis is to be placed, Professor Helyar said, on the study of those factors that are important in the economical production of market milk for quality trade.

"Those who have had practical experience in dairy farming will

find the work an excellent preparation for such positions as herds-men, foremen of dairy farms, or managers of cow testing associations," the Acting Dean declared. "It is strongly urged, although it is not required, that before enrolling in this course the prospective student acquire practical experience on a good dairy farm. By so doing he will find the work of much greater benefit to him."

Subjects included in the course are: feeding dairy cattle, milk testing, dairy buildings and machinery, diseases of dairy cattle, forage crops and pastures, business of dairying, dairy sanitation, dairy management, dairy barn practice and dairy problems.

Write to Professor Helyar for a complete catalogue, describing the courses.

Debts of 20,000 Farmers Adjusted

During the past year more than 20,000 farmers with debts in excess of \$125,000,000 have obtained settlements with their creditors by means of county farm debt adjustment committees. These committees were organized to assist heavily indebted farmers to secure scale-downs or longer periods in which to pay their debts.

Since this work was started a year ago, more than 2,500 county farm debt adjustment committees appointed by state governors have been organized in 43 states.

In Kansas, which was one of the earliest states to be organized with the aid of the Farm Credit Administration, committees had considered 3,462 cases up to June 15; settled 1,315 satisfactorily, and in only 409 cases were the committees unable to work out settlements.

TB Test Has Covered 92 Percent of State

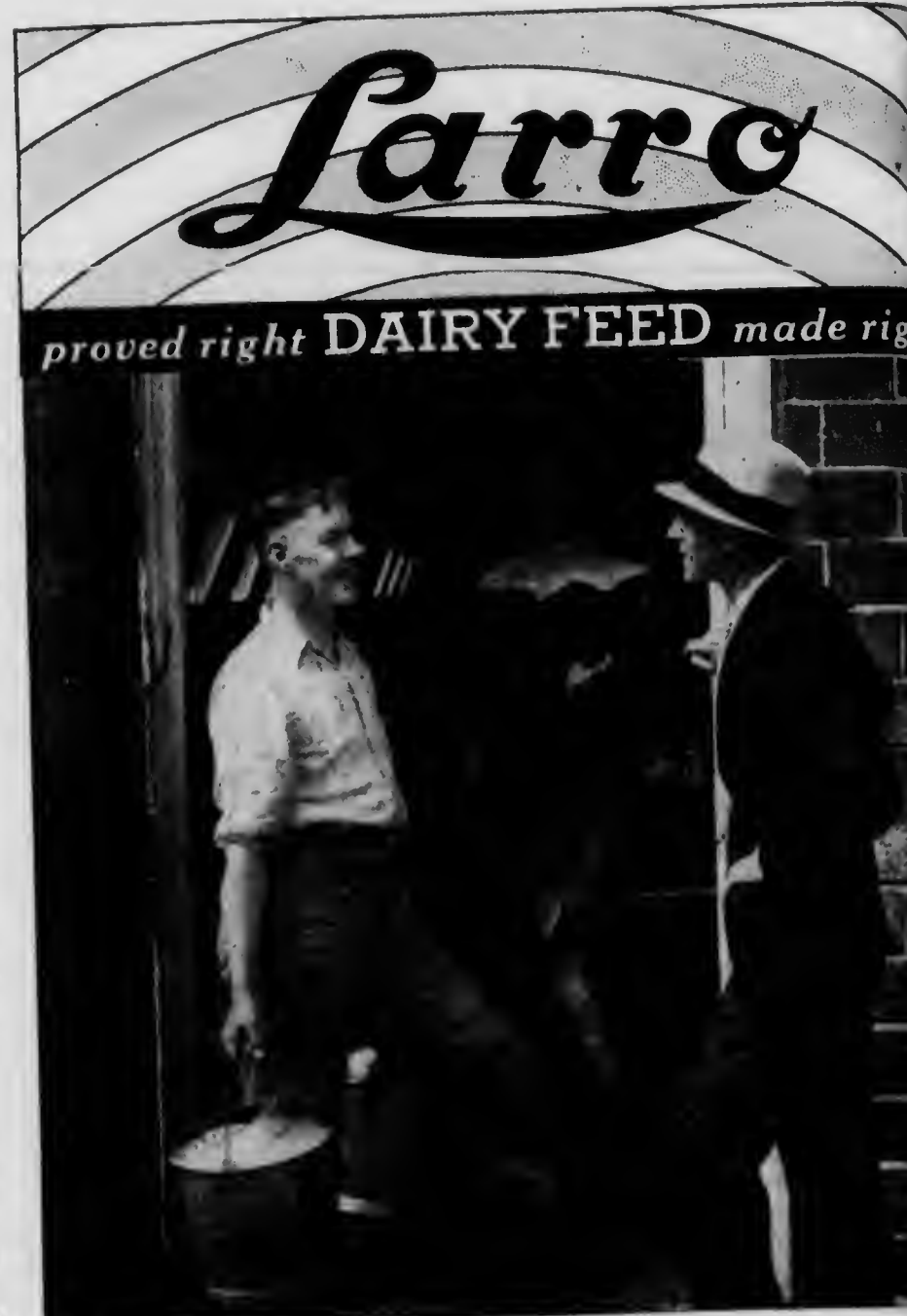
Only 115 townships out of the 1,569 in Pennsylvania remain untested and unsigned in the effort to eradicate bovine tuberculosis, according to the latest report from the bureau of animal industry, Pennsylvania Department of Agriculture. The tested townships make up 59 entire counties and 166 townships out of 288 in the remaining 8 counties outside of Philadelphia. Seven untested townships in five counties are signed up and awaiting initial test. Many of the untested townships have most of the herds tested already under the individual herd plan.

During July, \$60,825.14 was paid by the State to 683 owners who had cattle react to the T. B. test and during August \$45,935.15 was paid to 550 owners. Federal indemnities amounted to \$33,570.47 in July and \$27,961.19 in August.

Fifty-two counties are now modified accredited, meaning that the disease has been reduced to less than one-half of one percent. Seven additional counties have been completely tested but as yet are not modified accredited.

Intensive survey activity is now being made in unsigned townships in the hopes of speeding up the bovine tuberculosis eradication work, officials report.

MILK PRODUCERS REVIEW



proved right DAIRY FEED made right

I'll say they're making milk. Can't do anything else if you put 'em on Larro. I'm telling you it's a pleasure to work with cows in the shape mine are in. You feed dealers do a man a favor when you get him to switch to that kind of a ration.

Thanks, Mr. Martin. I wish you'd tell that to Joe Blanchard.

I did. Joe was over last night. He found out about me leading the cow testing association and wanted to know how it happened. So I gave him an earful.

Say, that's great! Do you think you convinced him?

I wouldn't be surprised. He's got to do something. Has cows off feed all the time, he says. Trouble is, all he can see is that difference in price between Larro and the cheap stuff he's using. He says he don't know why you can't sell Larro at the same price.

That's easy. I'll soon clear him up on that point. It's

We would like to send you a copy of this booklet, too. Drop us a line—and don't fail to have YOUR Larro dealer send you a supply of Larro Dairy Feed.

The Larrowe Milling Company, Dept. O Detroit, Michigan

the better the feed . . . the bigger your profit

INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE
West Chester, Pa., and Philadelphia, Pa.

RECEIVED

NOV 16 1934

Agricultural Economics Extension

Review

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Ithaca, N. Y.
No. 6

OFFICIAL NOTICE 18th ANNUAL STOCKHOLDERS' MEETING of the INTER-STATE MILK PRODUCERS' ASSOCIATION at the Broadwood Hotel, Philadelphia, Pa. NOVEMBER 20-21, 1934

In accordance with the by-laws, the stockholders of the Inter-State Milk Producers' Association will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, on Tuesday, November 20, 1934, at 10:00 A. M. for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and for the transaction of such business as may be necessary.

B. H. Welty President

J. Ralph Jolliffe Secretary

TUESDAY—NOVEMBER 20 EXECUTIVE SESSION

10:00 A.M.—Call to Order.

Address of Welcome—HONORABLE
J. HAMPTON MOORE, Mayor of
Philadelphia.

Election of Nine Directors.

Reports of Officers and Auditor.

Report of Field and Test Department.

Receiving and Reading of Resolutions.

WOMEN'S OWN PROGRAM 10:00 to 12:30 on November 20

For details, see page 7

Joint program at remaining sessions

Luncheon at special rates for men & women



FRED H. SEXAUER
Speaker at Tuesday afternoon session. He is
President of the Dairywomen's League Cooperative
Association.

because there's nothing good, clean, wholesome in Larro. No off-grade ingredients. No weed seeds, dust, or "filler" of a kind. Nothing but the best the market affords—all carefully standardized—that you get the same quality in every bag. Uniform, sure

That's right. And if the feed always good—like Larro in your cows are healthier as you get uniform production. Why I've got cows ten to twelve years old that are giving me milk than they ever gave before—and here a while back I figured I'd soon have to sell 'em to the butcher.

Guess I better get over and tell that to Joe.

Wait till I get through milking and I'll go with you. I want to show him that booklet the Larro folks sent me the other day—the A B C of Health Production and Profit. There's things in there that Joe Blanchard will be glad to know.

2:00 P.M. President's Annual Address—B. H. WELTY.
Report of Sales Manager—H. D. ALLEBACH.
Annual Report of Philadelphia Inter-State Dairy Council by C. I. COHEE, Executive Secretary.
"Shall We Substitute Government Control for the Dairy Cooperatives?" by FRED H. SEXAUER, President of Dairymen's League Cooperative Association.
Report of Resolutions Committee.

6:00 P.M. Members' Banquet.
Toastmaster—E. S. BAYARD, Editor-in-Chief of "Pennsylvania Farmer."
Speaker—MISS MARY MIMMS, Rural Sociologist, University of Louisiana.
Special entertainment—Music.
Social get-together after banquet program.

WEDNESDAY—NOVEMBER 21

7:45 A.M.—Visits to Milk and Ice Cream plants. Free bus and guides.

Visits to offices of Inter-State Milk Producers' Association and Philadelphia Inter-State Dairy Council.

10:15 A.M. Public Session.

"Essentials of Community Building"—Miss MARY MIMMS, Rural Sociologist, University of Louisiana.

"The Dairy Situation as I See It"—A. H. LAUTERBACH, Chief of Dairy Division, A.A.A., Washington, D. C.

Discussion from floor.



E. S. BAYARD
Will be Toastmaster at the banquet. He is
Editor-in-Chief of the Pennsylvania Farmer.

Unusual Program Planned For Annual Meeting

Dates Are November 20-21

THE ANNUAL MEETING of your Association is less than two weeks away. The program is complete except for a few minor details. It is given in condensed form on Page 1 and doubtless you have already studied it.

The program committee under A. R. Marvel, vice-president, has prepared an unusual treat. The program provides balance. It covers the problems of dairy markets and marketings, the work of cooperatives, and the building of rural communities.

Competent and experienced speakers have been obtained for all sessions. Each session is planned to give the speakers ample time and to allow discussion of current problems by the members attending.

Mayor Will Welcome Guests

Honorable J. Hampton Moore, Mayor of Philadelphia, will give a brief address of welcome to start the first session after which routine business will be disposed of as quickly as possible. It is expected that the members will vote on nine directors late in the first morning's session following reports of officers.

The election should be speeded greatly because of the nominations being made in advance, thus permitting preparation of ballots before the meeting opens. The list of nominees and the districts they would represent will be found on page 3.

A brief address by B. H. Welty, president of your association, and a report by H. D. Allebach, sales manager, will open the afternoon session. The feature talk of the day will be by Fred H. Sexauer, president of our neighbor cooperative, the Dairyman's League Cooperative Association, and a man who has been called upon to serve in many public capacities.

Banquet for Members

The banquet committee recognizes that a short, snappy program preceded by good food and accompanied by high class entertainment is the most popular type of banquet. Only the toastmaster and one speaker will be heard. E. S. Bayard, known to many of us for his forceful editorials in the Pennsylvania Farmer will preside at the festive board. Miss Mary Mimms, Director of Rural Organization in Louisiana will be the speaker and she is selecting her own subject. Miss Mimms has an enviable reputation for her success in rural organization work and it is believed her talk will treat upon this vital subject.

Musical specialties and entertainment numbers will be interspersed during the banquet and program. A social get-together for all mem-

bers and their friends, young and old, follows the banquet.

The Wednesday morning session starts off at 7:45 with bus trips to milk and ice cream plants and dairy laboratories. Those who prefer may



B. H. WELTY

Mr. Welty, serving his first term as President of your association, will preside at all regular sessions of the annual meeting.

visit the association offices where the extensive record system will be explained. Members will reconvene at the hotel at 10:15 for an educational session with discussion from the floor as time permits. Miss Mimms appears on this program to discuss "Essentials of Community Building", a subject of special importance in making our association more effective in handling the numerous local situations which it faces from time to time.

Lauterbach Speaks

The last scheduled address of the meeting is that of A. H. Lauterbach on "The Dairy Situation As I See It." Mr. Lauterbach is Chief of the Dairy Division of the Agricultural Adjustment Administration under which Federal milk marketing licenses covering about 70 cities are in effect. He succeeded J. H. Mason to that position in February after having served as Manager of the National Cheese Producers' Federation for several years. His previous experience and his present position especially fit him for a comprehensive account of dairy marketing problems.

Unusual accommodations have been obtained at our headquarters hotel with rooms at reasonable rates and a luncheon at noon on Tuesday at very low cost. This will permit members to attend at minimum expense and have every need taken care of right at the hotel.

Open air parking lots are available nearby at 25 to 50 cents for dall ay with daytime or over-night parking in garages at corresponding rates. The Broadwood Hotel is three blocks north of City Hall, convenient to both the Pennsylvania and Reading Stations.

Dairy Loans Available

Dairymen may get loans from the Farm Credit Administration for use in production activities, according to announcements from its Washington office. Proceeds of the loan may be used to buy cows, feed, equipment, to pay debts and for general farm operation. Security is first lien on the herd and other personal property.

Interest is charged at 5 percent and only for such time as the borrower actually has use of the money. Thus if only a part of the money is needed at the time the loan is completed, he would take only the amount needed at once and obtain the rest at a later date as needed. Interest starts when the money is actually obtained and ceases when the debt is paid. Repayment is made from milk and cream checks.

County agricultural agents can give information on the procedure in obtaining the loans. Application must be made through local production credit associations. Each borrower takes \$5.00 in stock for each \$100 borrowed which gives him a vote in the local association.

Farm Census In January

A regular census of agriculture will be made by the United States Census Bureau in January, 1935.

This census is made midway between the regular census and is expected to have unusual significance.

It will show the effect of drought, the depression, loss of foreign trade, and changes in utilization which may be due to any of these causes.

Every farmer will be approached in this census, and of course information applying to any particular farm will be strictly confidential. It will cover practically all major interests of farmers, yet be simple in form and easily answered by most farmers.

Sample blanks can be obtained which will list all questions to be answered. Census officials are urging farmers to get these blanks so that less time will be needed when the census taker arrives, also to insure greater accuracy. A card addressed to the Milk Producers' Review, 219 N. 3rd Street, Philadelphia, Pa. will be a sample to you.

Half Pound Feed Produces One Egg

A hen requires almost a half pound of feed to produce one egg. At least, this is the average requirements for six breeds in 1933 western and central New England, reports R. C. G. who supervises the tests.

The rations used include: mash, consisting of corn meal, wheat middlings, bran, oats, alfalfa, meal, dried milk, meat scrap, a small amount of cod liver oil, salt; wet mash made up of skim milk mixed one to three water and fed directly on dry matter in hoppers; a grain mixture of cracked corn and whole wheat.

New Basics

Producers in the Philadelphia milk shed, except those under the New Jersey Milk Control Board, were allowed new basics starting with October 1. The new basics are to remain in effect throughout the year 1935. The new plan gives each producer the higher of (a) his established basic amount in effect previous to October 1, or (b) his average monthly delivery during the eight month period from January 1 to August 31, 1934.

There is a further provision that if the total basic quantities of all producers selling to any dealer be increased by this method the new basic quantity for each producer shall be reduced by the same percentage that the milk dealers' total basic quantities have been increased by the new basics, so that the total basic quantities of all producers selling to any milk dealer shall not be increased thereby.

The new regulation gives the producer who has complained of a small basic a chance to make a new one if his production justified it during the last several months. More accurately, the new basics give every producer a readjusted share in the Class I market.

The downward adjustment of all basics, if total basics should be increased, will permit paying Class I price for a larger percentage of basics than would be otherwise possible, the net result being approximately the same.

Should there be any question as to what your new basic should be we will be pleased to check your figures for you. Supply us with as complete information as possible when requesting a check-up.

Report to Inter-State Milk Producers' Association by Nominating Committee

We, the nominating committee appointed according to section 13, paragraph "h", of the By-Laws of the Inter-State Milk Producers' Association, met in the offices of the Inter-State Milk Producers' Association on October 31, 1934, for the purpose of counting the nominating ballots returned by the members in the districts where vacancies in the Board of Directors are to be filled at the 1934 Annual Meeting of the Inter-State Milk Producers' Association.

We found all ballots in envelopes unopened, addressed to the nominating committee. We have, to the best of our ability, carefully arranged the ballots into their respective districts and credited each member with the entire amount of stock he or she owned in the Inter-State Milk Producers' Association to the person designated on the ballots for whom their choice should be.

After tabulating the votes and checking them with the ballots, we are submitting the following report:

District No.	NAME	District No.	SHARES
District No. 9	Howard Brown	District No. 18	47.3
92.7	T. J. Anker	M. L. Stitt	26.8
88.6	John S. Reiser	T. J. Anker	22.9
Unassigned or Unmarked ballots—39	Unassigned or Unmarked ballots—22		
District No. 12	Wm. G. Mendenhall	District No. 24	64.3
117.8	Unassigned or Unmarked ballots—23	A. B. Waddington	60.4
40.5	Unassigned or Unmarked ballots—40		
District No. 17	H. B. Stewart		
96.2	P. J. Cox		
65.4	H. F. Clark		
9.9	Unassigned or Unmarked ballots—31		

Signed—H. E. GRONINGER, Chairman

C. W. KOONTZ
B. H. ALLEN
NATHAN HILES
GEORGE HENDERSON
J. LAWSON CROTHERS
WILBUR H. MORRIS, JR.
E. DAVIS WALRAVEN
J. G. MATTHEWS

The committee requested that, hereafter special emphasis be made of the importance of reading the instructions on these ballots. As shown in this report a surprising number of ballots could not be counted because they were incomplete, a few of them being unmarked but more than half of them lacking the signature.

These nominations will appear on the ballots for the election of directors at the Inter-State annual meeting, being listed by districts in the order of this preferential vote but not listing the nominating candidates. In addition, the following candidates, representing their respective districts, have also been placed in nomination, there having been nominating petitions received from those districts only for the candidates here listed, automatically placing these stockholders in nomination.

District 10—J. W. KEITH
District 20—C. H. JOYCE
District 19—JOHN CARVEL SUTTON
District 21—S. U. TROUTMAN

Members attending the annual meeting, or voting by proxy, will vote for one nominee for director from each of the nine districts.

Farmers Cash Income Increased In September

Cash income to farmers from the sale of farm products, from AAA rental and benefit payments, and from the emergency sale of cattle to the Government totaled \$662,000,000 in September compared with \$581,000,000 in August, and with \$554,000,000 in September last year, according to the Bureau of Agricultural Economics. The rate of increase from August to September, however, is reported as less than the usual seasonal increase.

The increase in September over August was \$82,000,000, and the increase this September compared with September a year ago was \$108,000,000. Income for the first nine months of this year is reported at \$4,313,000,000 compared with \$3,479,000,000 during the corresponding period last year, or an increase this year of \$834,000,000.

Practically all of the increase in September over August and over September last year was derived from the sale of farm products, the figure for this item in September

being \$586,000,000 compared with \$508,000,000 in August, and \$479,000,000 in September last year. AAA benefit payments and emergency sales of cattle totaled \$76,000,000 in September compared with \$74,000,000 in August. Benefit payments in September last year totaled \$75,000,000.

The bureau says that in addition to smaller marketings, prices of many farm products have averaged lower during October than during September, and estimates that income during October will "probably not make the usual seasonal increase over that of September."

A recent study of milk houses in New York state reveals that more than seventeen percent are fifty feet or more away from the barn. Every three and one-half feet from the barn to the milk house means a mile of walking for the farmer for each cow in one year. (Five to eight feet from barn is best, just far enough away to permit passage between barn and milk house.)

Directorships to Be Filled

The terms of the following named directors, representing the districts indicated, will expire at the forthcoming annual meeting of the Inter-State Milk Producers' Association, to be held on November 20-21, 1934. The Local units in each of these districts are listed herewith for the information of all members.

Nominating petitions have already been filed for candidates from these districts and a nominating ballot with a postage paid envelope for returning the marked ballot has been sent all stockholders who are members of the Locals in these districts. The names of the three candidates receiving the highest number of votes in each district will be placed in order on the official ballot for the election of directors at the annual meeting.

JOHN S. REISER, District 9
Bay View,
Cecilton,
Elkton,
Providence,
Rising Sun, Belvedere.

Cecil Co., Md.
Cecil Co., Md.
Cecil Co., Md.
Cecil Co., Md.
Cecil Co., Md.

J. W. KEITH, District 10
Centerville,
Goldboro, Maryland,
Sudlersville.

Queen Annes Co., Md.
Caroline Co., Md.
Queen Annes Co., Md.

Wm. G. Mendenhall, District 12
Anselma,
Barnston, Brandywine Manor,
Byers, Font,
Coventryville,
Downingtown,
Elverson,
Honey Brook, Danpman,
Kimberton,
Lyndell.

Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.
Chester Co., Pa.

H. B. STEWART, District 17
Alexandria, Juniata Township,
Allensville,
Calvin,
Marklesburg, Saxton,
McAlevys Fort,
McConnellstown,
Shade Valley,
Shaeffers Creek,
Shirleysburg,
Spruce Creek,
Warriors Mark.

Huntingdon Co., Pa.
Millin Co., Pa.
Huntingdon Co., Pa.
Huntingdon Co., Pa.
Huntingdon Co., Pa.
Huntingdon Co., Pa.
Huntingdon Co., Pa.
Huntingdon Co., Pa.

M. L. STITT, District 18
Belleville,
Church Hill,
Cocolamus,
East Waterford,
Levistown,
McAlisterville,
McCoyville,
McVeytown,
Millintown,
Millford,
Milroy,
Spruce Hill,
Thompsonstown,
Vandyke,
Walnut.

Millin Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.
Juniata Co., Pa.

JOHN CARVEL SUTTON, District 19
Chestertown,
Kennedyville, Blacks,
Massey,
Millington,
Ridgely,
Worton.

Kent Co., Md.
Kent Co., Md.
Kent Co., Md.
Kent Co., Md.
Kent Co., Md.
Kent Co., Md.

C. H. JOYCE, District 20
Columbus, Johnstown,
Mt. Holly,
Pennberton,
Vincentown,
Wrightstown.

Burlington Co., N. J.
Burlington Co., N. J.
Burlington Co., N. J.
Burlington Co., N. J.
Burlington Co., N. J.

S. U. TROUTMAN, District 21
Bedford, Osterburg,
Everett,
Friends Cove,
New Enterprise.

Bedford Co., Pa.
Bedford Co., Pa.
Bedford Co., Pa.
Bedford Co., Pa.

ASHER B. WASHINGTON, District 24
Camden, Gloucester,
Deerfield Street,
Quinton,
Salem,
Shiloh,
Woodstown.

Camden Co., N. J.
Cumberland Co., N. J.
Salem Co., N. J.
Cumberland Co., N. J.
Salem Co., N. J.

VISITS TO DEALERS' PLANTS

At the time of the Eighteenth Annual Meeting

Plans have been made for members to visit various milk distribution and ice cream manufacturing plants on Wednesday morning, November 21st. These trips will be made under the direction of the Field and Test Department.

Register at the desk on Tuesday, November 20th. Select the plant you wish to visit, and obtain free bus transportation ticket.

INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the
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Elizabeth McG. Graham, Editor
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under the Act of March 3, 1879."



Your Interest in City Relief

On another page is outlined the close relationship of the method of dispensing city relief funds and your own income. This is of vital concern to all of us because it may easily cut the milk income of every producer by several dollars a month.

Truly, this is a complex world. A mere order designed to improve the attitude of depression victims would actually make us worse victims of the depression.

Your association executives have had the experience to know what will affect members' interests adversely. They know the reaction of all branches of the industry—producers, consumers and distributors—to every change in policy and price.

Such experience can't be picked up from the cracker box economist at the general store, nor from fancy office with all the trimmings. It must be acquired at the school of experience where the world and all its economic and social forces are the teachers—teachers that play no favorites and have no pets, that give a pass mark only when the pupil learns his lesson.

Why the Change of Heart?

"I want to say that I have never received any fee, and do not expect to in the future. I am here because I feel that there are certain rights to be interpreted, and I am here to interpret them to you. It is because I am less interested than most of you, and have not one penny of financial interest, that I came here to urge that there be a new deal in the milk industry."—From page 20 of the stenographic record of the proceedings at the Seventeenth Annual Meeting of the Inter-State Milk Producers' Association, June 4, 1934.

The foregoing statement was made by one Charles Edwin Fox, counsel for the Allied Dairy Farmers' Association and for Robert E. Atkinson and Charles L. Wilkinson,

members of the Inter-State Milk Producers' Association, who last November, brought a last minute injunction against the election of directors of your association.

We all accepted that statement in all sincerity. But Mr. Fox has since become a party to a claim against your association's treasury for \$1,000 to cover alleged services to the association.

That claim has been entered by Fox, with two others, in spite of his statement which is on the records. It is entered jointly with Francis Biddle, lawyer for a Philadelphia milk distributor and for the Allied Dairy Farmers' Association, and with Emanuel Friedman who, acting for Artemus M. Stover, Bruno Bobiak, J. Calvin Sterner and Kazimeras Stasis, ordered a study of your association's records and who after a partial investigation published an incomplete report.

It had been intimated by some of these three lawyers to your association's attorneys during the thick of the fight that they considered it appropriate that some of your association's money be used to pay for their time.

After all the hubbub in which these three lawyers actively participated the Master appointed by Common Pleas Court No. 4 reported no evidence whatever of fraud nor any indication of any basis for the numerous charges made. The association gladly conceded one minor point—that vacancies on the board be filled by appointment only until the next stockholder's meeting. All the other points these lawyers raised were of no consequence, each being either a smoke screen or in error.

Yet they wanted \$1,000 of your association's money for it. We, with our sense of justice unfettered by legal technicalities, did not see how the court could recognize such a claim, especially since it has on file the Master's report on the case. They did not get it.

T. B. Test Deadline

After December 31, 1934, no milk or cream can be sold legally in New Jersey unless the herds producing it are under Federal-State supervision for the eradication of bovine tuberculosis.

Practically all cattle in that state have been so tested according to the New Jersey Department of Agriculture. There are, however, a few scattered herds not yet under supervision. Owners of these herds face the loss of their markets unless prompt action is taken.

The rule applies with equal force to all herds which supply milk or cream to New Jersey, whether located within or outside the state.

Oleo Bills Expected

Dairymen everywhere must be on guard against attempts to set aside oleomargarine legislation. The laws now in effect in our various states and at Washington have been put into effect only through great effort and for the protection

of every man who sells milk, cream or butter.

An organization has been formed which appears to have as one of its most important purposes the removal or nullification of those laws which protect us from direct competition of substitutes for butter, substitutes which have been shown as inferior to butter in complete nutritive value. This organization goes under the name of the American Institute of Fats and Oils.

Be prepared to demand of your representatives in your state legislature and at Washington that they protect you and your neighbors by opposing any legislation that would hurt the market for your dairy products. It will be easier to hold the advance we have made through such legislation than to regain it if we should carelessly permit the opposition to gain their point.

The Opposition's Leadership

The quality of leadership is significant. Two years ago there was a definite fight against the Inter-State, its management and policies. As usual, it was engaged in by a minority, small but loud and clever. And its mouthpiece, who was he and what about him?

He was Clement H. Congdon, publisher of the Sunday Transcript and also of the National Investment Transcript. Congdon is clever. He knows how to sway with oratory and the printed word. He made statements and charges about the association and its officers which might easily be called slander.

Were they true? They were not—except as they may possibly have applied to himself. For this same Clement H. Congdon, erstwhile mouthpiece of Inter-State enemies, is now the defendant in a suit brought by the newly organized Federal Securities and Trade Commission. It is especially significant that this is the first case brought by this new commission whose job it is to protect the public from stock and securities swindles. Such government commissions usually aim to select a clear-cut case of guilt for their first court test.

An injunction has been agreed to by Congdon's attorneys which prevents further dealing in his "Rayon Industries" stock which had been sold by "high-pressure sales methods and by artificial quotations," pending outcome of the trial. Attorneys for the commission which brought the suit said that when Congdon's attorneys agreed to the injunction "it was, in effect, a confession of guilt to the charge of the Government that a flagrant stock-swindling scheme was victimizing 33,000 gullible investors." It has been referred to also as a "million dollar" swindle.

That, Inter-State members, is the type of leadership which enemies of your association have selected and followed in an effort to accomplish—no one knows what.

It is significant that Congdon's activities resulted in the sale of his Sunday Transcript in rural sections

where it never before appeared.

That makes his attacks on association appear as a circuitous building scheme. It must have a good one for other newspapers have since taken up an attack on your association, apparently a similar desirable effect on circulation.

Congdon provided leadership in getting your right payment. That demanded destruction, of nothing constructive. Such a ship is always open to suspicion. This is a typical example.

They Drink Milk

Lou Gehrig, 1934 home run king, says, "Milk is given an important place in my daily diet. I use a quart of milk a day. I consider it an invaluable aid to the health of an athlete, which is the most important asset of a class 1 milk according to his own sales and he determines what percentage of each producer's basic milk will be paid for at class 1 price, being subject, of course, to a health check-up by the control board.

Helen Hicks, international mouse golfer, says: "Milk, to spells health, and having the health is the most important thing in our lives. I am often of 'the milk-fed baby'—I have a New York butter price, the daily health and I love milk."

These are two famous athletes whose quotations and month's average of among many, who hold up milk as a favorite food. Their statements apply with equal force to every farmer, including those of us on farms. We have this excellent information in abundance and without cost. Information as possible. Nothing definite can be traced down unless you give your correct basic amount, the percentage of basic which your dealer is buying as class 1 for the particular month in question, the city and the dealer's name. The class or classes other than Class 1 in which your dealer is buying milk and the percentage of basic for each such class are vital points. The amount of milk delivered by you during the month and its average test are both essential items of information.

Many a man who is satisfied with himself is awfully disappointed to other people.

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St., Philadelphia, Pa.
Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

OFFICERS
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A. R. Mayvel, Vice-President
J. Ralph Zellers, Executive Secretary
F. M. Twining, Treasurer
Frank P. Willis, Assistant Treasurer

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B. H. Welty, Chairman
E. H. Donovan, Ivo V. Otto
J. W. Keith, Frederick Shangle
A. R. Mayvel, R. L. Tussey
Wm. G. Mendenhall, F. P. Willis

Checking Up on Your Check We Will Help You Do It

ARE you getting the right price for your milk? Reports reaching this office indicate that some producers are being under-paid or are paid on the wrong basis. If you are one of them, take it up with the association director or fieldman in your territory and ask his help in getting your right payment. Or, if you prefer, write or call on your association's sales manager. He is spending considerable time on this work and has corrected mistakes to the benefit of many producers.

Should you be uncertain as to the price you should get, feel free to call on your association officers. They will be glad to help you determine what your price should be. If they find that you are underpaid they will take it up with your milk buyer in an effort to get full payment for you.

Because of the nature of certain control board regulations it is impossible to determine exactly the amount of Class 1 milk or the prices of other classes of milk until after the close of the month. Each dealer pays for an amount of class 1 milk according to his own sales and he determines what percentage of each producer's basic milk will be paid for at class 1 price, being subject, of course, to a health check-up by the control board.

Prices of all other classes except in our lives. I am often of 'the milk-fed baby'—I have a New York butter price, the daily health and I love milk."

These are two famous athletes whose quotations and month's average of among many, who hold up milk as a favorite food. Their statements apply with equal force to every farmer, including those of us on farms. We have this excellent information in abundance and without cost. Information as possible. Nothing definite can be traced down unless you give your correct basic amount, the percentage of basic which your dealer is buying as class 1 for the particular month in question, the city and the dealer's name. The class or classes other than Class 1 in which your dealer is buying milk and the percentage of basic for each such class are vital points. The amount of milk delivered by you during the month and its average test are both essential items of information.

When a price complaint is made or a check-up on prices is desired be sure to supply as much information as possible. Nothing definite can be traced down unless you give your correct basic amount, the percentage of basic which your dealer is buying as class 1 for the particular month in question, the city and the dealer's name. The class or classes other than Class 1 in which your dealer is buying milk and the percentage of basic for each such class are vital points. The amount of milk delivered by you during the month and its average test are both essential items of information.

Producers who do not earn such a bonus during those summer months shall receive a bacterial bonus of 25 cents and 15 cents respectively when earned. Both butterfat and bacteria bonuses must be earned in order to receive either.

Full Information Needed

With full knowledge of such facts it is possible to see whether you are being paid properly. But even then it may be necessary to check with the dealer to determine whether he is using the correct percentages in the various classes. A few instances have been discovered of errors in calculating the correct basics although no check has yet been made or complaints received on basics as determined according to order 17, effective on October 1. Complaints, if any, on this point will be more probable after having a chance to check up on payments for October milk.

Don't hesitate to get the facts. Your association's job is to see that you get paid for your milk on the right basis. Come to us if there is any doubt in your mind. We are giving you here the definitions of the various classes of milk and the price for those classes for milk bought by dealers in the Philadelphia sales area and in the rest of the state (except the Pittsburgh and Scranton sales areas). All prices are quoted on the basis of 100 pounds of milk of 3.5 percent

RECEIVING STATION	Location in Mileage	Price per 100 lbs.
Bedford, Pa.	264-270	\$1.97
Boiling Springs, Pa.	121-130	2.09
Brandtsville, Pa.	121-130	2.09
Byers, Pa.	31-40	2.19
Carlisle, Pa.	131-140	2.07
Centerville, Md.	91-100	2.11
Chambersburg, Pa.	151-160	2.05
Chesertown, Md.	81-90	2.12
Chestertown, Md.	61-70	2.15
Curryville, Pa.	251-260	1.97
Duquesne, Del.	131-140	2.07
Duncannon, Pa.	121-130	2.09
Easton, Md.	101-110	2.11
Felton, Del.	81-90	2.12
Gap, Pa.	51-60	2.12
Goldsboro, Md.	61-70	2.11
Goshen, Pa.	41-50	2.11
Hagerstown, Md.	181-190	2.03
Harrington, Del.	91-100	2.11

Huntingdon, Pa.	201-210	2.02
Hurlock, Md.	121-130	2.09
Kelton, Pa.	41-50	2.17
Kennett, Pa.	81-90	2.12
Kennedyville, Md.	71-80	2.14
Kimberlin, Pa.	31-40	2.19
Landenberg, Pa.	41-50	2.17
Leaman Place, Pa.	51-60	2.16
Lewistown, Pa.	161-170	2.07
Longsight, Pa.	141-150	2.07
Massey, Md.	61-70	2.15
Mercersburg, Pa.	181-190	2.03
Moorefield, W. Va.	291-300	1.94
Mount Pleasant, Del.	41-50	2.17
Nassau, Del.	121-130	2.09
New Holland, Pa.	61-70	2.15
Oxford, Pa.	41-50	2.17
Princess Anne, Md.	131-140	2.17
Providence, Md.	91-100	2.11
Queen Anne, Md.	41-50	2.17
Red Hill, Pa.	31-40	2.19
Ricklandtown, Pa.	51-60	2.16
Rising Sun, Md.	61-70	2.15
Ronks, Pa.	21-30	2.20
Rushland, Pa.	161-170	2.05
Snow Hill, Md.	71-80	2.14
Sudlersville, Md.	71-80	2.16
Townsend, Del.	71-80	2.14
Virginsville, Pa.	171-180	2.04
Waynesboro, Pa.	21-30	2.20
Yerkes, Pa.	31-40	2.19
Zietersville, Pa.	31-40	2.19

Prices at receiving stations located in zones not included in foregoing list are as follows:

Distance in Miles	Price per 100 lbs.	Distance in Miles	Price per 100 lbs.
111 to 120	\$2.10	311 to 320	\$1.92
201 " 210	2.02	331 " 340	1.92
211 " 220	2.00	341 " 350	1.91
221 " 230	1.99	351 " 360	1.90
231 " 240	1.99	371 " 380	1.89
241 " 250	1.99	391 " 400	1.88
251 " 260	1.96	401 " 410	1.87
261 " 270	1.96	421 " 430	1.86
271 " 280	1.94	431 " 440	1.85
281 " 290	1.94	441 " 450	1.85

Price f.o.b. secondary markets \$2.24.
Price f.o.b. receiving stations supplying secondary markets is \$1.94 per hundred pounds.

Class 11 Milk—Includes all milk from which is derived sweet or sour cream for human consumption as such. Price in Philadelphia marketing area, f.o.b. country receiving station or loading platform nearest producer's farm, three and one-half times New York butter plus 20 cents. Price in secondary marketing areas, f.o.b. dealers plant or nearest receiving station, three and one-half times New York butter plus \$4.50.

Class 2A Milk—Includes all milk used in manufacture of milk chocolate, candy and confectioneries. Price anywhere in Pennsylvania, f.o.b. manufacturing plant, three and one-half times New York butter plus \$3.30 plus or minus certain additions or deductions according to sanitary and quantity production requirements.

Class 2B Milk—Includes all milk utilized in the manufacture of ice cream, homogenized mixtures, soups or condensed or concentrated whole milk sold in sealed containers, powdered whole milk and certain soft and foreign-type cheese. Price in Philadelphia Marketing Area, f.o.b. country receiving station or loading platform nearest producer's farm, three and one-half times New York butter plus 20 cents. Price in secondary markets, f.o.b. receiving station or manufacturing plant, three and one-half times New York butter plus \$3.30. (An exception applies to condensed or concentrated whole milk in sealed containers.)

Class 2C Milk—Includes all milk utilized in the manufacture of farmer's pressed cheese or cream cheese. Price, f.o.b. nearest country receiving station or manufacturing plant, the butterfat content of the milk, in pounds, multiplied by New York butter, plus 10 cents.

Class 3A Milk—Includes all milk utilized in the manufacture of butter if ultimately sold as butter. Price in all marketing areas is the butterfat content of the milk, in pounds, multiplied by New York butter.

Class 3A Milk—Includes all milk used in the manufacture of American cheese. The price is the same over the entire state and is determined according to a formula based on cheese prices at certain markets and the yield of cheese according to butterfat test.

Advice on Cow Buying

The New Jersey Department of Agriculture lists certain warnings when buying cows.

First, if buying from a dealer, be sure he is licensed by the state. Insist on seeing his license card and see that it is up to date.

Second, see that the cow is ear-tagged and is accompanied by an official Federal - State tuberculosis test card. If the cow is a purebred her registration certificate may take the place of the ear tag.

Third, beware of too good a guarantee unless it is in writing.

Fourth, if your herd is free of abortion or under supervision for control of that disease be sure that the animal is qualified to meet the control requirements.

Such rules should serve as a guide in every state and they apply, except the dealer's license, with equal force when buying from other farmers.

Bang's Test Regulation

Cattle shipped into New Jersey after December 31 will be subject to a check-up on blood tests for Bang's disease. This test will be applied by representatives of the New Jersey Department of Agriculture.

All cattle dealers of the state have been so notified by Secretary Wm. B. Duryee who also warns them that violation of the restrictions on cattle which have not been tested for tuberculosis may cause the revocation of licenses.

Cattle shipped into the state may be ordered held in quarantine until the Bang's test is complete and all reactors then found must be disposed of according to law.

Uncle Levi Zink says: "You don't have to argue against communism, just collect a few Communists and take a good look at them."

OCTOBER BUTTER PRICES

92-94 Solid Pack

Date	Phila.	New York	Chicago
1	27 1/2	26 1/2	24 1/2
2	26 1/2	25 1/2	24 1/2
3	26 1/2	25 1/2	24 1/2
4	27 1/2	26 1/2	24 1/2
5	27 1/2	26 1/2	24 1/2
6	27 1/2	26 1/2	24 1/2
7	27 1/2	26 1/2	24 1/2
8	27 1/2	26 1/2	24 1/2
9	27 1/2	26 1/2	24 1/2
10	27 1/2	26 1/2	24 1/2
11	27 1/2	26 1/2	24 1/2
12	27 1/2	26 1/2	24 1/2
13	27 1/2	26 1/2	24 1/2
14	27 1/2	26 1/2	24 1/2
15	27 1/2	26 1/2	24 1/2
16	27 1/2	26 1/2	24 1/2
17	28 1/2	27 1/2	25 1/2
18	28 1/2	27 1/2	25 1/2
19	28 1/2	27 1/2	25 1/2
20	28 1/2	27 1/2	25 1/2
21	28 1/2	27 1/2	25 1/2
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23	28 1/2	27 1/2	25 1/2
24	28 1/2	27 1/2	25 1/2
25	29 1/2	28 1/2	26 1/2
26	29 1/2	28 1/2	26 1/2
27	29 1/2	28 1/2	26 1/2
28	29 1/2	28 1/2	26 1/2
29	29 1/2	28 1/2	26 1/2
30	29 1/2	28 1/2	26 1/2
31	29 1/2	28 1/2	26 1/2

Average Sept., 1934 27.93 26.93 25.91
Oct., 1933 26.78 25.78 24.83

Home and Community

Elizabeth McG. Graham, Editor

New Kinds of Thinking



Dear Co-Worker in the Inter-State

We have a keen interest in the milk producers' problems. For years we have worked beside our fathers, brothers, and husbands helping directly and indirectly to secure a living wage through the monthly milk check. Some years ago, the Inter-State in recognition of our interest appointed a Woman's Committee. We remember the Womens' Programs, planned by this committee, at the time of the Annual Meetings as times of unusual interest. They have been stepping stones to larger more helpful activities on our part in the Inter-State generally.

The Inter-State in its reorganization this year is trying to meet changing conditions as they arise, and create a wider field of interest and usefulness as well as larger cooperation among our milk producing families.

The nucleus of the Womens' Committee consists of the wives of two producers, two fieldmen, two directors, and two additional members. We held a conference in September and gave our recommendations personally to the September Inter-State Directors' meeting. The spirit of appreciation and cooperation shown at that meeting gave us faith in continuing efforts to enlist dairy farm women throughout our milk shed to help in the work of larger cooperation and better solutions of our dairy problems.

Our hope is that the milk producers and their families will attend the local Inter-State meetings which we believe should be held regularly at least four times a year, and oftener as occasion warrants. Milk producing is often a family activity and the milk check often almost the total income of many farms. For this reason the family interest is keen and their cooperation should be encouraged.

During October and November the pre-annual meetings of the Locals are being held to elect officers and to review the milk situation generally. The women are being invited as well as the men, and reports are already coming in telling of the lively interest on the part of both.

This same spirit of cordiality is being extended to women to attend the Annual Meeting of the Inter-State in November in Philadelphia. It is of interest to know that New York state women have taken an active part in cooperative work for several years. Rural problems need outstanding cooperation and unflagging interest for their solutions. Women are responsible as well as men in thinking and working for right economic conditions.

The Womens' Committee is asking for your help in each local district in spreading this message of cordial welcome on the part of the Inter-State, and in encouraging many to attend both local and annual meetings.

On behalf of the Womens' Committee, for a bigger, better Inter-State.

Yardley, Pennsylvania.
October 19, 1934.

Mabel R. Briggs

(Mrs. Joseph S. Briggs)

Chairman Womens' Committee.

ANNUAL MEETING, NOVEMBER 20th and 21st

Among Our Locals

From Middletown, Maryland

We had a grand meeting—26 men and 9 women. These folks were one of the group who last spring left their homes and their plowing at 2 A.M. on the morning of the annual meeting, and started back the same day after the banquet, many of them getting home in time for the morning work. Mr. Welty talked, and he has a way of walking straight into the hearts and confidence of his audience. Also, he thoroughly understands and appreciates the cooperative idea on the part of the farm family.

From Newtown, Penna.

Our men want a Local meeting with the whole family invited, and a larger, more entertaining meeting after the annual meeting for South Bucks County.

From Moorefield, West Virginia

The county agent presided. We had splendid music (10 or 12 selections) furnished by a dozen 4-H Club boys and girls with stringed instruments. These boys and girls came from all corners of the county, in some cases 40 or 50 miles. Mr. Welty and Mr. Dunning gave the "Bread and Butter" talks on milk. Mrs. Dunning told of the women's work, and of the annual meeting, and read a couple of short poems. Suggestions were made at the meeting that groups be arranged, through various clubs, to visit the milk plant where Mr. Dunning is testing; that a black-board lessen in figuring out basics, surplus, milk checks, etc. be arranged for the meeting whenever possible. Later we can use some movies and health plays splendidly.

From the Clearspring, Maryland Local

Just a small group meeting, but such a good one. We all sat around in a circle, and got a great deal of inspiration. We talked about more and better Local meetings. The Presidents of the Local says, "Just the thing. If we don't do some of these things we won't get the interest of our young people, and we'll have no 'Future Farmers'." Plans are being made for a county-wide meeting as soon after the annual meeting as possible. We named the second week in December at which time the delegates will report. The five Washington County, Maryland, Locals will meet at the Lappans Community House with a full program—music, lively talks, movies and possibly cats.

Mercersburg, Penna.

Attendance 57 men—24 women and a high school chorus of boys and girls.

The Mercersburg folks arranged for the High School Chorus. They mostly sons and daughters—this is a large Local which backed the Inter-State to the hilt.

Newark, Delaware Local

Six women and 35 men. They are taking it startlingly for granted that the women are coming to the work of the Association. It feels that we just can't "let it down." More frequent meetings, beginning with one after the Annual Meeting are being planned with the help asked of the women and young people in the program.

McConnellsburg, Penna.

Please note folks—attendance women and 19 men. The question asked and answered and the points brought out:—These family meetings put more business, interest, more organization into milk business than has ever been shown to me in my 11 years of meetings. Nobody sleeps, everybody radiates good fellowship—and we all talk it over when get together at the farm.

Waynesboro, Penna.

Twenty-two men and seven women. Do you know, the pleasant surprising thing about having women expressly made welcome to the meetings is the attitude of the men. I wish I had kept count of the men who have come to me personally expressed their thanks for making the women a part of their meetings. They say again and again that they would have come out more often if they had felt free to bring their wives.

"Folks, I do wish you could be some of these meetings. I wish of our men could be there. Women cannot express the great hunger some of our farm mothers have for fathers for some way to make their life, their work and their home interesting to their children."

Welty has promised and we have promised every possible service to its members in their own homes to their own families, in their own communities. Men and women here have said repeatedly, thinking of the service that the Inter-State can give us is to help us interest our young folks in our life, teach them in every possible manner cooperation."



Times of crisis bring new conditions which lead to new kinds of thinking. The world is reputed to have had ten great thinkers: One of these, Aristotle, we are told, taught that if a one pound weight and a five pound weight were dropped to the earth simultaneously from a tall tower, the one pound weight, being five times heavier would come down five times as fast as the five pound weight. This theory was accepted by the thinking and the unthinking world for fifteen or sixteen hundred years. Then came Galileo; he said, "Let us see if it works." He dropped the weights at the same instant from a tall tower, and we all know what happened—they struck the earth at the same instant. "This was a new method, a new idea in physics, but infinitely more important, it was a new way of thinking."

We are told that the way out of this economic crisis is not through legislative halls, but is no doubt being worked out in some "little shop around the corner." Which I take to mean that with all the different conditions confronting us, some new or different thinking must and is being done. No longer do we feel we can live or work alone—individualism is giving way to community cooperation and we take the old word of thinking, when we give it to the "marketing of farm products."

Co-operatives in agriculture came usually because of an economic need. The first one for dairy products was in Switzerland because of the great need for help, by a few Swiss dairy farmers. From France and other countries and because of them, rural people developed a broader and better understanding of themselves and the importance of the work of their hands; more scientific methods of production; a more intelligent understanding of how to market their products.

Let us talk of Denmark for a moment, that country which stands unique in its development of co-operatives. "This little commonwealth has proven that agriculture may be an alluring as well as a profitable profession. The family is the membership unit, and here we find Danish women attending the adult schools, participating in co-operative discussion, and thinking along all lines with the men of the family. Every second family in Denmark is connected with one or more of the co-operative societies, while the average farmer is a member of from three to ten such co-operatives. The family life centers in the co-operatives."

In America, we have always thought of co-operatives solely as marketing organizations conducted by men alone. But the women here are no less alert and keen than the women of Denmark and as ready to help.

One national leader for better rural conditions says—"I have observed that the farm woman is the most important factor today in bringing about a better condition for American Agriculture. It is my belief that farm marketing organizations will never grow and be as successful as they have a right to be without the farm woman knowing what co-operative marketing stands for—what to expect from it and what not to expect from it—and lending her aid."

In many sections, rural women are now working side by side with the men to develop educational programs which will give them a clearer understanding of their business. In their own individual ways they are bringing to the movement the same elements of positive thinking that the successful home-makers have always done. They are reading, they are speaking with the conviction that comes from those who know. They are influencing thought in the selection of leadership which stands for the high principles that they desire for themselves and their children. They are moulding the thinking of their boys and girls to an appreciation of real values in country life and to the opportunities for their preservation.

"INTER-STATE" WOMEN!

There is much for you in the coming Annual Meeting . . .

Tuesday and Wednesday, November 20th and 21st

BROADWOOD HOTEL, PHILADELPHIA

TUESDAY

MORNING—10 O'CLOCK

A Special Program for the Women

"What Part Have We as Women in the Cooperative Movement?"

"Women in Other Cooperatives—And Our Own"

MABEL R. BRIGGS,
Chairman, Women's Committee
Yardley, Pa.

"The Next Step"

WILLIAM V. DENNIS,
Professor of Rural Sociology
Pennsylvania State College

Music

NOON—FROM 12 TO 2 O'CLOCK

"Inter-State" Luncheon

Served in a Special Dining Room for men and women
(Prices, 35c and 50c)

AFTERNOON—2 O'CLOCK

Important Session of the Association

Addresses and Discussion of Dairy and Home Interests

Following the Afternoon Session

A Get-Acquainted Hour

An opportunity to get acquainted with folks from other Locals—to see what milk looks like through the microscope—to see exhibits of articles manufactured from by-products of milk—and demonstrations of ways of cooking with milk, and other exhibits.

HOSTESSES

Mrs. H. D. Allebach,
Trappe, Pa.

Mrs. Barclay Allen,
Vincentown, N. J.

Mrs. Wilbur Barkdoll,
Mt. Alto, Pa.

Mrs. Robert F. Brinton,
West Chester, Pa.

Mrs. R. S. Brown,
Easton, Md.

Mrs. Joseph O. Canby,
Hulmeville, Pa.

Mrs. H. Wallace Cook,
Elkton, Md., R. 2

Mrs. E. M. Crowl,
Oxford, Pa., R. 4

Mrs. E. H. Donovan,
Smyrna, Del.

Miss Margaret Donovan,
Smyrna, Del.

Mrs. J. Leslie Ford,
Couch, Del.

Mrs. Chester H. Gross,
Manchester, Pa.

Mrs. W. A. Haines,
Bristol, Pa.

Mrs. Joseph Hollowell,
Lyndall, Pa.

Mrs. Jesse Kurtz,
Carlisle, Pa., R. D. 4

Mrs. Oliver Landis,
Perkasie, Pa., R. D. 2

Mrs. Percy Marvel,
Oxford, Md.

Mrs. W. J. Melvin,
Darke, W. Va.

Mrs. Pusey Moore,
Chatham, Pa.

Mrs. H. Wilson Price,
Bear, Del.

Mrs. George W. Schuler,
Fleetwood, Pa., R. D. 2

Mrs. Eugene Stapler,
Yardley, Pa.

Mrs. H. B. Stewart,
Alexandria, Pa.

Mrs. William Sunday,
Virginsville, Pa.

Mrs. John Carvel Sutton,
Kennedyville, Md.

Mrs. Hayes C. Taylor,
Embsville, Pa.

Mrs. E. E. Thomas,
Easton, Md.

Mrs. George T. Titus,
Sand Brook, N. J.

Mrs. S. U. Troutman,
Bedford, Pa., R. D. 2

Mrs. A. B. Wadlington,
Woodstown, N. J.

Mrs. Roy Weagley,
Hagerstown, Md., R. D. 1

(List of Hostesses
Incomplete)

SEE FRONT PAGE FOR DETAILS OF BANQUET AND WEDNESDAY MORNING PROGRAM

Resolutions

It is planned to give resolutions brought before the annual meeting of your association a more prominent place than ever before.

At some time during the Tuesday morning session it will be requested that all resolutions be turned over to the secretary after which each one will be given a number, read to the meeting, then turned over to the resolutions committee which will combine duplicates and approve or disapprove the various resolutions which may be advanced.

Then during the afternoon session the resolutions committee will render its report and the resolutions will be voted upon by the meeting as a whole.

Every individual, Local, or group of individuals who wishes to bring forth a resolution is free to do so. It is strongly urged that each resolution be prepared in advance and written out carefully so its meaning will be clear and unmistakable.

Butter Standard Raised

Under a new ruling, just issued by the Federal Foods and Drug Administration and the Maryland State Board of Health, producers of cream and manufacturers of butter will be required to exercise even greater care in the future in handling these products. The ruling states that cream or butter containing any foreign matter, such as hair, insects, or dirt, or which is decomposed, will be considered as adulterated and will be subject to seizure and condemnation.

Economical Production Demands Good Feeding

Dairymen of the Philadelphia Milk Shed should keep no more cows this fall and winter than they can feed well and keep in good condition, says E. B. Fitts, dairy specialist at Pennsylvania State College.

The market price of feeds is higher than for several years and the trend still seems upward. On some farms the supply of home-grown feeds is not up to normal. In the face of these conditions dairymen may feel inclined to keep their entire herd and to feed scant or unbalanced rations to save money and lower the cost of

producing milk. However natural such a practice may seem, continues Professor Fitts, it is not at all in accord with the results of careful feeding tests or experiments, which invariably show that the cow or the herd carefully fed a balanced ration in accordance with needs produces milk at the lowest cost. Many herds in the milk shed would doubtless be more profitable if some of the poorer cows were sold and the remaining ones better fed, even if prices realized for the cows sold were very low.

The program on every dairy farm in the Philadelphia Milk Shed, concludes Professor Fitts, should include the keeping of milk production records on every cow, the weeding out of all low producers, and especially the good feeding of all cows that are kept. More returns for each dollar expended for feed will follow.

Farm Plumbing

To give reasonable service in an ordinary farm house, the water pipes should be large enough to deliver not less than 3 gallons of water a minute to each faucet or valve at a sink, washstand, bathtub, water-closet tank, and small shower, according to the United

States Bureau of Agricultural Engineering. They should be large enough to deliver 5 gallons a minute to each outdoor faucet. Seldom are all fixtures used at one time, but for short periods a family of six may use combinations of fixtures that require 15 to 20 gallons a minute.

Weak flow at faucets is often caused by small or clogged distribution pipes. In general, branches longer than 25 feet or supplying two or more small fixtures should be constructed of pipe at least three fourths inch in diameter.

Guernsey Awards

Word from the American Guernsey Cattle Club reveals that a purebred Guernsey bull owned by S. W. Townsend of Cochranville, Pennsylvania, has qualified for the Advanced Registry. Similar recognition has been given a bull of the same breed owned by M. T. Phillips of Pomeroy, Pennsylvania, and to one owned by N. E. Garber of Mt. Joy, Pennsylvania.

Each of these herd sires has at least two daughters which have qualified for the Guernsey Advanced Registry by producing in excess of the requirements for that recognition.

This Proxy Will Do Your Voting

We are reproducing on this page for your convenience a blank proxy. If you have not signed one please do so at once.

You may name anyone to vote for you simply by filling in that person's name in the proper blank, dating the proxy, signing it and having a third person witness your signature. This witness may be your wife, a neighbor or any one of legal age.

The person named on your proxy should be some one who is planning to attend the Annual Meeting. The delegate for your Local is the first suggestion. Any other local party to attend is our next suggestion. Any other person named on the proxy should be acceptable to the officers and directors of the association. The proxy should be filled in and returned to the association office with any name filled in will be ignored—so fill in the name of the person of your choice.

Should you be acting for the estate of a deceased person, a short certificate must accompany the proxy unless one is already on file. This certificate can be used at later elections or for transferring the stock to another individual.

PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION

INCORPORATED 1917
IN THE STATE OF DELAWARE

PROXY
ANNUAL STOCKHOLDERS' MEETING, 1934

Know All Men by These Presents

That I, the undersigned, being the owner of _____ shares of the capital stock of the corporation above named, do hereby constitute

and appoint _____ (Write in Name of Delegate and Alternate) my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, at 10 A. M. on Tuesday, the Twentieth day of November, 1934, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead, hereby expressly revoking any and all proxies or Powers of Attorney of like tenor given by me.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this _____ day of _____, 1934

Witnessed _____ [SEAL]

PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

Walnuts a Cash Crop

Farmers who are fortunate to have black walnut trees on their property should take advantage of a good crop and good prices by disposing of the crop as soon as possible, says W. A. Simonds, acting forester for the University of Maryland Extension Service. Maryland's crop this year is a good one, and prices are high. It is stated, will exceed requirements imposed by certain bushels, and with prices ranging from thirty to sixty cents a bushel, this would net a considerable sum to the owner. The Baltimore market alone requires 250,000 pounds of walnut kernels, 95% of which is imported from other states. This is the equivalent of more than 40,000 bushels of walnuts, which Maryland farmers could, by a not, supply.

Milk contains more of the elements needed by the body than any other food. Use of more dairy products, in the form of milk, cream, butter, and on the farm, will mean stronger bodies and better health.

Americanism: Proudly bearing the wearing of no man's collar, obeying a distant stranger's orders a strike.

Fluid Market Holds Steady

Prices in the dairy field are somewhat mixed although, on the whole, they show improvement. The local dairy situation is well and few dairies looking for changes because of inspection requirements imposed by certain producers seeking higher prices that are less stringent.

Reports from dealers indicate that retail sales are holding up well and there appears to be very little change in the market.

One disturbing factor which, if put into effect, is expected to reduce milk sales by almost 7 percent is the proposed cash relief for families receiving aid. This is covered on another page. Class price remains the same at \$2.60 for Philadelphia for 3.5 percent milk and corresponding prices at receiving stations. Butter at New York is 1.15 cents higher than in September and almost 3 cents higher than October a year ago.

There has been a slight but persistent rise in butter prices during the month with a closing price of 28.50 cents, equal to the year's high and not exceeded since December, 1931. This change will be reflected in the price of milk intended for cream and manufactured products. The upward trend of milk prices in other fluid markets apparently has subsided. A decrease has been made effective in the St. Paul, Minneapolis market, from \$2.00 to \$1.70 for Class I, and a reduction from \$2.25 to \$2.00 is being considered at Chicago. The reason reported is the discrepancy between prices for fluid consumption and for manufactured purposes, resulting in pressure on the fluid market.

The manufactured milk market shows a decided tendency toward higher prices but also a tendency toward an even more rapid increase in production costs. This indicates a reduced production which will be the real cause of any price increase of manufactured dairy products.

Contrary to expectations, butter production in September was the highest on record for that month, being the first month of the year to exceed the production of the corresponding month in 1933. As a result, additional butter went into storage bringing the total storage stocks on October 1 to 124,814,000 pounds, just short of the 5-year average but well below the enormous 1933 supply of 174,713,000 pounds.

Cheese production in September was 7 percent above a year earlier, making a record storage supply of 127,476,000 pounds. Evaporated milk production went up 13 percent and condensed milk production was down 7 percent. Storage stocks of these products showed decreases as compared to October 1, 1933.

All manufactured products, on a milk equivalent basis, showed a 3 percent increase in September

output as compared to September, 1933. The net change for the first nine months was a drop of 5.2 percent as compared to a year earlier.

The trade output (movement into consumption channels) showed a 2.3 percent drop for butter in September, a 12.7 drop in condensed milk, a 12.4 percent increase in cheese output and a 42.4 percent increase in evaporated milk. Altogether, there was an 11.3 percent increase on a milk equivalent basis. All products together show a 4 percent increase for the first nine months of the year. The increased consumption of evaporated milk has had a depressing effect on fluid milk sales in many markets.

Foreign Competition

A definite limiting factor on the price of manufactured dairy products is the foreign butter price. On October 25 New Zealand butter was bringing the equivalent of 15.7 cents on the London market. The tariff on butter entering this country is 14 cents a pound. This means that as soon as butter gets to a price that will permit even a fraction of a cent margin after paying the tariff, butter will come into this country, displace our own butter and force the price down.

Should milk then be diverted to cheese and other products it will increase supplies and bring their prices to a corresponding level. This level for butter can be expected to be London butter price plus 14 cents.

Cost of production, especially for producers who must buy a large part of their feed, is expected to definitely discourage production of milk for manufactured dairy products during the winter. As winter progresses the level of production is likely to be readjusted upward or downward according to the available supply of feed which will be in evidence. This can not be pictured accurately at present because of the recent effect of greatly improved fall pastures.

Dairy production has fallen down markedly in the states west of the Mississippi, except in Minnesota and Iowa where production has been held up and butter output has been heavier this fall than a year ago. Most of the states east of the Mississippi have experienced an increased production per cow during the fall months.

August 1934 Prices Received by Producers

3.5% Milk, f. o. b. Market (x)

City	Average Net Price	Basic Price
Hartford	\$2.91	\$3.405
New York City	1.51	2.445
Des Moines	1.53	2.00
Detroit	1.87	2.25
Milwaukee	1.575	1.85
Boston	1.80	2.25
Chicago	1.92	2.33
Kansas City	1.94	2.45
Akron	1.81	1.60
St. Paul-Minneapolis	1.51	2.96
Providence	2.37	1.66
Superior-Duluth	1.25	1.66

(x) Except New York quotations apply to 201 mile zone, Boston to 181 mile zone and Chicago to 71 mile zone.

ing the fall months. Both New Jersey and Pennsylvania are well above last year and above the 5-year average. Maryland production is slightly below average while in Delaware production is slightly lower than a year ago and also under the 5-year average.

Black Locust Grows Good Posts Quickly

Black locust is popular with Pennsylvania farmers and the supply is seldom large enough to fill all demands.

Locust is valuable for both fence posts and fire wood. As a post, it has been reported to last longer in the ground than any other native wood. For fuel wood, a cord of dry locust is equivalent in heat value to a ton of coal.

It requires a comparatively short time to grow trees to useful size. A locust planting of 1000 seedlings should yield a bountiful supply of post timber in 15 to 20 years after planting. W. Ira Bull of Pennsylvania State College will supply information as to where seedlings can be obtained.

Selling Milk

The consumer, if we do not look out, is going to become so confused as a result of the promotion of the various special milks on the market, that he will give up in disgust and take beer or some other thirst quencher instead.

The pasteurized milk folks try to instill a fear of the safety of raw milk, even though as Dr. Brew has pointed out, from the statistics you would have to drink 315 40-quart cans of milk a day for 70 years in order to reach your mathematical chance of contracting a fatal milk-borne disease.

The raw milk people voice their objections to the pasteurized product on the ground of flavor and destruction of vitamins.

The Vitamin D milk vendors intimate that regular milk, lacking this extra vital spark, is pretty

ineffective in promoting sound, normal growth of children.

Another school attempts to out-cod the cod-fish, with an iodized milk that makes every other sort sound like dishwater as far as its usefulness goes in human nutrition.

The "high fat" boys talk energy and milk quality as though anything short of their fat standard was a "gyp" on the consumer.

In retaliation, the moderate fat milk producers sometimes refer to the high test variety as a builder of waistlines and billious conditions in the human interior.

Then, to cap it all, the scientific chaps have discovered that milk from cows fed on poor hay, is fairly lethal in its effects on the young calf, and inferentially on the baby or any other consumer.

There is probably a place for all of these things. Probably most of the proponents are sincere in their arguments and believe at least a part of what they say, but it is a real question as to how helpful they are in promoting the use of milk.

New York State is soon to embark on its half-million dollar program of milk advertising. We are confident that a thoroughly high class job will be done in selling the idea of milk—not raw or pasteurized or soft curd or Vitamin D or "hi-test" or any special fad or brand or theory. There is plenty of data available for the purpose, and the firm that is writing the copy is a recognized leader in the advertising profession.

—Holstein-Friesian World

Farmer: "Do you guarantee this clover seed?"

Merchant: "Guarantee, I should say so! If that seed doesn't come up, you bring it back and we'll refund the money."

Grandma: "Oh, Mary darling, I am surprised. Aren't you going to give your brother part of your apple?"

Mary: "No, Grannie, Eve did that and she's been criticized ever since."

October Prices at Principal Markets

From National Cooperative Milk Producers' Federation

MARKET	Prices f.o.b. City 3.5% Test			Butter-fat Differential	Retail price "B" Milk
	Class I	Class II	Class III		
sPhiladelphia	\$2.60	x\$1.14	x\$.94a	4c	11c
sPittsburgh	2.48	x1.68	x.94a	4	11
rDenver	2.10	*1.23	*1.01	6	10
sHartford	3.405	*1.265	*1.11a	4	14
sCincinnati	2.35	1.725	?	3	12
sNew York (201 mile zone)	2.445	1.40	1.45a	4	13
sLouisville	2.055	1.525	*.967	2.5	11
Atlanta	2.055	1.65	1.04	4	14
rBaltimore	2.475	1.95	—	4	11
rDetroit	2.77	*1.36	*1.05	3	11
rSan Diego	2.25	*1.36	*1.435	6.6	12
sMilwaukee	2.31	*1.715	*1.01	3	10
rBoston (181 mile zone)	2.30	*1.36	*1.01	3	12
rChicago (71 mile zone)	2.62	1.12	?	2.5	10
rSt. Louis	2.25	*1.29	*.91	4	11
rSt. Paul-Minneapolis	2.35	*1.33	*1.02	3	10
	2.00	pool	—	3	10

Under State Control supervision; f—Under A. A. A. milk marketing license; s—September prices; x—Applies at local delivery points; a—Additional price classifications which are not included in this tabulation.

WHAT PRICE IDEAS?

That is what every piece of good printing is—AN IDEA

If you would be interested in a good printer's ideas about good printing, we are at your disposal at any time.

Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

The New "JAY BEE" Grinder
Grinds Every Grain—Roughage Grown—Makes Feeds Go 25% to 40% Further
Every dairyman—live stock feeder can make highly nutritious, palatable feed from home grown crops. Don't waste high priced feeds feeding them whole. Grind them with "JAY BEE" all steel hammer mill. Big capacity. Operates with any farm tractor without jack shaft. Swing hammers. Quick changing screens. Grinds fine, coarse, medium. Long life. No costly breakdowns. "JAY BEE" are the world's standard. Over 18,000 in use all over the world, setting the standard for capacity, economy and durability. Write for feeding facts, low price, terms, etc. J. B. SEDBERRY, INC., 163 Hickory St., Utica, N.Y.

AERO CYANAMID
the NITROGEN FERTILIZER that SWEETENS the SOIL

EVERY FARM SHOULD HAVE ONE
A good clipping machine for cows, horses, mules
Clip cows right now for more milk, clean milk, better milk. Hand-tower machine, \$12.50. Stewart electric clipper with powerful motor inside the handle. Fast—easy to use. 20 ft. cord and plug. Only \$15. At your dealer's or send \$1. Pay balance on arrival. Send for free Stewart catalog of clipping and shearing machines. Made and engineered by Chicago Flexible Shaft Co., 609 Roosevelt Rd., Chicago, Ill. 45 Years Making Quality Products.

BASKETS, CRATES, BARRELS, EGG CASES, LINERS, CAPS
Fruit and Vegetable Packages (New and Used) ALL KINDS
Write for Our Prices
MORRIS SOLOMON & SONS, Inc.
232 West St., N. Y. C. (Open All Night)

Leader at village band practice: "Ezry, y-e'r two bars behind t'-others."
Ezry (testily): "Never mind that! I kin catch up to 'em any time I want to."

The most discouraging feature about the promised Utopias is the kind of people who promise them.

Milk Producers' Review advertisements carry interesting news. Read them regularly.

Timothy Seed Shortage Encourages More Alfalfa

The serious shortage of timothy seed, and the exceedingly high prices which it now commands, may actually prove an asset in producing higher quality hay. Many fields that would normally have been seeded to a mixture of timothy and clover or alfalfa, will support full stands of the pure legumes if properly managed. Pure clover or alfalfa not only provide more nutritious hay than grass mixtures, but tests have shown they also produce greater yields on suitable soils.

The legume seeding, if by itself, should be at the rate of 12 to 20 pounds per acre to provide a full stand. It would prove sound economy to plant only those clover or alfalfa strains that have been adequately tested and found suited to local conditions.

Growers are urged to buy at once, the clover and alfalfa seed needed for spring planting. Late purchasers may not only have to pay more, but may also be forced to accept inferior seed.

Since greater reliance is being placed on the legume where grass is omitted, it is essential that sufficient lime and fertilizer be applied prior to planting of winter grain. On fairly good soils, the broadcasting of lime and fertilizer during the winter may be adequate for early spring seeding of legumes.

The use of clean, sterile equipment is one way to help cut losses by producing milk of a low bacterial count.

Guff: "There's only one honest way of making a living."
Gaff: "Why, how's that?"
Guff: "I thought you wouldn't know!"

Give Bull Own Yard

"The old saying, 'A bull is a necessary nuisance,' need not be true if a farmer has a safe bull yard and breeding stall," says Professor A. M. Goodman of the New York state college of agriculture.

A good bull-yard will confine the bull safely and provide shelter from bad weather; it will keep the bull strong and virile by allowing him a chance for exercise; it will facilitate herd breeding.

The yard should be constructed of good posts, nine feet long, set in the ground three feet and extending above the ground six feet. Rough planks, poles, or other strong, cheap material should be used for the fence, which should be spiked to the posts on the inside, or the side next to the bull. A breeding rack in a good breeding stall, the entrance of which is controlled by a gate, is of vital importance.

Diagrams and specific instructions for building the yard and stall are given in a mimeographed statement, number 180, which Professor Goodman has prepared.

"A bull will take more exercise

if he is given something to play with," suggests Professor Goodman. A keg, a log, or a steel drum, he says, will encourage the bull to move about. Or place a strong post six feet tall in the middle of the yard and to the top of this fasten a chain about two feet long. To the lower end of the chain fasten a keg or old milk can. The bull will play with this by the hour.

Wisconsin Production

Production per cow in Wisconsin on October 1 was reported as almost 7 percent higher than a year earlier and with a slightly larger number of cows per farm total milk production was 8.3 percent greater. Fewer calves are being raised which promises reduced cow numbers later.

It is probable that when the unusually good fall pastures are gone there will be heavier marketing of cows as feed supplies are short and feed prices high.

The September price for all Wisconsin milk was estimated at \$1.10 per hundred, a high equalled only once since 1931. Price of milk for cheese was \$.97, for butter \$1.10, for condensaries \$1.18, for fluid market \$1.45. Butterfat prices were estimated at 27 cents a pound and farm butter at 25 cents a pound.

Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of September, 1934:

No. Inspections Made.....	1356
Special Farm Visits.....	164
No. Sediment Tests.....	1232
Bacteria Tests Made.....	3002
No. Meetings.....	3
Attendance.....	210
Days Special Work.....	437 1/2
No. Miles Traveled.....	24,948

During the month 83 dairies were discontinued from selling for failure to comply with the regulations—63 dairies were re-instated before the month was up.

To date 295,262 farm inspections have been made.

RESERVATION FOR ROOM AT THE BROADWOOD HOTEL

Send in attached coupon at once

The Association has arranged for special hotel facilities at the annual meeting hotel headquarters, the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pa.

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia, Pa.

The special rate for rooms, with bath, is \$2.00 per day per person. The rate to be located at the Headquarters Hotel, room reservations should be made promptly. Overflow will be accommodated at nearby hotels.

Inter-State Milk Producers' Association,
219 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Broadwood Hotel for Annual Meeting at the rate of \$2.00 per day, per person.

Check day of arrival—Nov. 19th ☐ Nov. 20th ☐

Number in party..... Number rooms desired.....

Name.....

Address.....

Readers' Letters

October 15
Inter-State Milk Producers' Assoc., Philadelphia, Penna.

Dear Sirs:
I thought you might be interested to know how my milk tested since you the check for me at.....

Before you made the check test, testing 3.00%.

The two tests in August were 3.36% in September they were 3.40% and the first half of October 3.60%.

I may be funny but it will take a talking to convince me that my milk testing only 3% before you made check especially since my milk tests the Dairy Herd Improvement Association did not go down along with.....

I want to thank you for the time you took in the matter and assure that it was greatly appreciated.

Thanking you again, I remain,
Very truly yours,
K. H. C.

Our Own Dictionary

BANANA PEEL—Food article which brings the weight down.

DIPLOMAT—Man who remembers a woman's birthday but not his own.

ETC.—Sign used to make one believe you know more than you do.

MAN—The only animal that can be skinned more than once.

TALE—The biggest part of a lie.
La Touraine

Report of the Field and Test Dept. Inter-State Milk Producers' Association

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of September, 1934:

Butterfat Tests Made.....	40
Plants Investigated.....	1
Calls on Members.....	1
Quality Improvement Calls.....	1
Field Samples Tested.....	1
Membership Solicitation Calls.....	1
New Members Signed.....	1
Cows Signed.....	1
Transfers of Membership.....	1
Microscopic Tests.....	1
Bronch Thymol Tests.....	1
Meetings Attended.....	1
Attendance at Meetings.....	1

RESERVATION FOR ROOM AT THE BROADWOOD HOTEL

Send in attached coupon at once

The Association has arranged for special hotel facilities at the annual meeting hotel headquarters, the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pa.

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia, Pa.

The special rate for rooms, with bath, is \$2.00 per day per person. The rate to be located at the Headquarters Hotel, room reservations should be made promptly. Overflow will be accommodated at nearby hotels.

Inter-State Milk Producers' Association,
219 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Broadwood Hotel for Annual Meeting at the rate of \$2.00 per day, per person.

Check day of arrival—Nov. 19th ☐ Nov. 20th ☐

Number in party..... Number rooms desired.....

Name.....

Address.....

WHAT CAN BE SEEN IN MILK



What our fieldman see when they look at milk through the microscope.

A few minutes with this instrument tells the story of whether the milk is handled properly or carelessly, whether it comes from cows with healthy or diseased udders.

Sketch No. 1 shows a microscopic view of normal milk that has been kept clean and has not been allowed to turn sour.

Sketch No. 2 shows milk that started out as a quality product but because it was not cooled properly certain bacteria developed which caused it to turn sour.

The effect of careless handling, unsanitary surroundings and dirty utensils, is shown in Sketch No. 3 which contains several different types of bacteria in addition to a slight growth of yeast. Such contamination will quickly spoil any milk, giving it bad odors, bad flavors and sometimes making it gassy.

The presence of the bacteria causing mastitis is shown in Sketch No. 4. These bacteria are of the "chain" type. They indicate a diseased udder of which one to four quarters may be affected. Such milk usually carries a distinctive odor and a small amount of it will contaminate an entire supply. If a cow has mastitis, sometimes called garget, keep her milk out of the rest of your supply.

The larger black objects in each sketch are leucocytes, sometimes called white blood corpuscles. The extra number in Sketch No. 4 is due to an infection in the udder which caused these cells to concentrate there in an effort to restore a healthy condition. All normal milk contains a few of them. They show black in this sketch because of the staining that colors the bacteria to make them visible. The fat globules, of course, are present in all whole milk.

Feed Dairy Cows to Meet Producing Need

Every cow has an overhead cost whether she produces any milk or not. It costs \$30 to \$35 for feed just to maintain a cow for a year, reports R. H. Olmstead of the dairy department of Pennsylvania State College.

Low-producing cows cannot possibly make any money and will be a drag on the rest of the herd. Good cows well managed and properly fed are the only ones which

have a chance of making a return to their owner.

You can't tell much about a display of authority. Many a man thinks he is doing a fine bit of mule driving when the mule is just hurrying home on his own account.

Savages are people who haven't enterprise enough to destroy trees and grass and let the land blow away.

BANQUET SEAT RESERVATIONS

In order to avoid confusion regarding the seating of our members and guests at the Banquet to be held in connection with the annual meeting of the Inter-State Milk Producers' Association on November 20th, 1934, at 6:00 o'clock sharp, the same system of seating will be used as in previous years.

We urge that tickets be purchased in advance so seating arrangements may be planned in advance and provisions made for all who desire to attend. Each banquet ticket carries a detachable stub, covering a request for seat reservation. Groups wishing to be seated together must mail or present their stubs as a group.

This stub must be returned to the home office of the association, together with the name and address of the user of the ticket, so as to be in the hands of the committee not later than November 17th, so that proper seats may be assigned.

Lists showing the arrangement of seats will be posted and distributed on the day of the banquet. No seat reservations will be held after the banquet service has started.

Representatives of the association having banquet tickets for sale must return all unsold tickets on Saturday, November 17th. After that date banquet tickets will be sold only at the Offices of the Association or at the Headquarters desk of the association, at the Broadwood Hotel, and table assignments will be made in the order of sale. Make your reservations at once so as to avoid confusion.

THE BANQUET COMMITTEE

Firms that advertise in the MILK PRODUCERS' REVIEW are reliable.

A cow makes the same noise as a saxophone and gives milk besides.

"My Family Is Protected"



"When my wife and my boy and girl drive the car, I don't want to take any chances. I know that accidents will happen, no matter how careful you try to be. And if they get into an accident, I don't want them held for damages. That's why I carry liability policy with Penna. Threshermen and Farmers. It's good to know that someone else will assume the cost of lawyers' fees, court charges and damages."

If I or some member of my family is held responsible, our protection costs very little, especially for people living in the country or small cities and towns.

COMPENSATION

Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

325 S. 18TH ST.

HARRISBURG, PA.

Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in—

☐ AUTOMOBILE or TRUCK INSURANCE

Make of Car..... Model.....

☐ COMPENSATION INSURANCE

Business..... Payroll.....

Name.....

Address.....

This inquiry does not obligate me in any way.

Mail Today

Proposed Cash Relief Would Cut the Use of Milk

There is grave danger that every producer who supplies milk to Philadelphia may lose a substantial portion of his Class 1 market. This is bound to follow if a relief proposal recently brought forward is put into effect.

The proposed change would give cash to families on relief to spend however and for whatever they may choose. At this writing the plan has not been put into effect, the relief families still getting food orders, milk orders, rent orders. These orders are good only for the purposes for which issued and insure that the relief money will be used in a manner that will do the greatest good for the greatest number as determined by experienced social service workers.

So what? Just this! Experience shows that relief families would buy less than half as much milk as they now get under the food and milk order plan. They tried cash relief in Baltimore and milk purchases by relief families dropped down to 35 percent of the former level, according to reliable reports.

Estimating a 60 percent drop if such a plan should be tried in Philadelphia, and with between 10 percent and 11 percent of all milk in this market going to families on relief through milk orders, we find that it would mean almost a 7 percent drop in sales of fluid milk—the same drop in your Class 1 sales. It would mean that this amount of milk for which you are now getting Class 1 price would be forced into a lower class, most likely Class 3, or the butter class, with a difference of at least \$1.00 a hundred to you. Stated another way it would have the same effect on your milk check as though for two days every month all your milk would bring only Class 3 price with the regular amount of Class 2 and 3 milk all the rest of the month.

Estimate Two Million Loss

Should the plan be extended to all Pennsylvania, as proposed, it would mean a loss of about \$170,000 a month or \$2,000,000 a year for the milk producers of the state.

The cash relief plan was proposed, it is reported, to improve the outlook of those, who through no fault of their own, are forced to accept aid. Yet nutrition authorities tell us that most people use only about one-half the milk which sound food planning requires and families now on relief are no exception. They also tell us that fluid milk is one of our very cheapest foods on the basis of its actual food value.

In other words, relief money spent for milk buys more actual food than is possible with any except a few isolated foods which could not provide a balanced diet. Remember also, that milk obtained through relief orders is at a 10 percent reduction from the regular price.

Therefore, giving cash relief instead of milk orders would not only reduce your income but, judging

from past experience, it would result in thousands of families using much less milk than their present inadequate consumption.

The survey of milk consumption made in Philadelphia last June showed that families on relief were consuming about 2.12 quarts per family each week while those who were getting a very low income but not on relief were using substantially less than that amount of milk.

We are convinced that very few families realize the importance of milk for either children, mothers or other adults, or its economy as a food. Not knowing its value, most of them would not buy as much of it. It would take years to teach the tens of thousands of relief families who need to know the full importance and economy of milk. Perhaps even then many could not be taught at all and others would accept the facts only in part.

For the protection of their health and of your income the officers of your association, Dairy Council executives, almost all nutrition and diet authorities and many others have brought all these facts and many more supporting the same policy before relief authorities, urging them to continue relief orders at least as far as milk is concerned.

Use More Cheese

National Cheese Week is scheduled for November 11 to 17 according to a proclamation by A. G. Schmedeman, Governor of Wisconsin, in which state 65 percent of the nation's cheese is made.

This is the second annual cheese week and is planned as a means of relieving the nation's 25,000,000 pound surplus of this product. This year's effort is being made because of the success of a similar week in 1933.

Agricultural leaders throughout the country and commercial firms which handle cheese are cooperating in this effort to move the surplus of this product and thereby help dairymen who are dependent upon cheese as an outlet for their milk.

The food value and economy of cheese are being stressed in the campaign.

Cull Poorest Pullets

Culling out the poorest one-tenth of the pullet flock as it is put into winter quarters is money in your pocket, according to W. C. Thompson of the New Jersey agricultural experiment station. The poorest pullets seldom pay for their winter's feed and it is better to convert them into cash before carrying them over winter.

WE MUST point out again that Upton Sinclair's "Epic" stands for End Poverty in California and not Establish Pigs in Clover.

MILK PRODUCERS REVIEW



proved right DAIRY FEED made right



Penshurst Hazel, 99039, of Fillmore Farm, Bennington, Vt., owned by Mr. J. C. Colgate.

"Most Profitable Cow in New England" says

Ayrshire Breeders' Association

For the last five years Penshurst Hazel has averaged 12,140 lbs. of 4.6% milk annually on Larroc Dairy Feed. Official figures for each year show the following totals: 10,777 lbs., 11,239 lbs., 11,916 lbs., 13,470 lbs., 13,303 lbs. Grand total for the entire period: 60,705 lbs. milk and 2,792.47 lbs. butterfat. All done on two milkings daily.

Penshurst Hazel is profitable because she is a steady, consistent producer. She makes a lot of milk all the time. And the reasons for this are her natural, inherited milk-making capacity, good management, and a uniform feed that keeps her always in perfect health and condition, and supplies her with all the needed milk-making materials from the right sources and in the right proportions.

That's what it takes to make any herd profitable—good cows, good management and good feed. And the better the feed is, the bigger the profits are. Put your herd on Larroc Dairy Feed and you will make the greatest possible profit from every animal, because Larroc is the best feed. Larroc Research Farm proved it. Penshurst Hazel proved it. Thousands of cows of every breed are proving it every day in the year wherever Larroc is sold.

Write today for the detailed story of Penshurst Hazel's splendid record. It's free to dairymen in Michigan, Ohio and all states to the east and south.

The Larroc Milling Company, Dept. O Detroit, Mich.

the better the feed . . . the bigger your profit

INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE West Chester, Pa., and Philadelphia, Pa.

Vol. XV

Inter-State—Forward!

Progress Was Keynote of Successful Meeting

IT WAS A GREAT meeting on November 20-21. There was no doubt about the direction the Inter-State Milk Producers' Association is taking. It is forward.

Forward to new fields, a greater organization, a better understanding of what the Inter-State means to its members and what it can mean when the spirit of cooperation and the essentials of sound milk marketing policies are thoroughly appreciated by the great majority of Inter-State members.

Estimates of total attendance varied from 700 to 1,000, an excellent representation considering the quiet that prevailed preceding the meeting and the hectic air that permeated the postponed 1933 meeting.

The meeting was harmonious. It was evident that the membership is back of the policies of the association as there was no outcry against it, no attempt to stampee the meeting, no evidence of discord. There were differences of opinion as shown by free discussion of a few resolutions. But that is a favorable sign, especially when the opinion of the majority was accepted with good grace by the minorities where differences did exist.

The small minority vote on the resolutions which evoked discussion showed that all sides took full advantage of their privilege of the floor. Independent thinking and personal judgment on the questions of policy were very much in evidence as there was no evidence of "bloc" alignment on any questions or resolutions.

Mayor Gives Welcome

The meeting opened with a short address of welcome by J. Hampton Moore, Mayor of Philadelphia. Next came the appointment of the resolutions and election committees followed by the election of directors. The election was speeded up greatly by the new method of making nominations which is done in advance by the members residing in each district where a vacancy is to occur. The ballots were all prepared in advance and the election completed in good time.

There were sixteen candidates for the nine positions of director. Four being unopposed in their districts, while two districts were represented by three candidates each. All former board members whose terms expired were returned to the board. The unopposed can-

didates were J. W. Keith from Centerville, Md., District 10; John Carvel Sutton, Kennedyville, Md., District 19; C. H. Joyce, Medford, N. J., District 20; and S. U. Troutman, Bedford, Pa., District 21; all of whom were declared elected by instructing the secretary to cast unanimous ballots in their favor. The results of the election in those districts in which contests occurred are given herewith, the vote being stated by number of shares.

The Election

District	Candidate	Shares
District 9	Howard Brown	1,241.0
	John S. Reisler	1,668.9
District 12	Wm. G. Mendenhall	2,358.3
	H. B. Detweiler	477.3
District 17	H. B. Stewart	2,640.1
	P. J. Cox	116.1
	H. F. Clark	50.8
District 18	M. L. Stitt	2,602.8
	T. R. Auker	158.1
	H. H. Bradford	153.1
District 24	H. L. Davis	1,139.7
	Asher B. Waddington	1,769.5

Official reports were next received. Executive Secretary 1. Ralph Zollers gave his report which revealed that 23,795 shares of stock of the association were outstanding on October 31. See page 5 for his complete report.

The Secretary also reported on the outcome of conferences with dealers concerning their policy of shutting off producers after returning milk. This had been requested by resolution at the postponed 1933 annual meeting. His report stated that efforts to have the rule set aside have not been successful as yet but that by getting a closer cooperation between members concerned and the field and test department the causes of returned milk were found in almost all cases where reported, and the producers, with few exceptions, were not penalized or were quickly restored to good standing.

The financial report of the association was presented by Charles E. Fernald, Certified Public Accountant from the firm of McGee, Fleisher and Co., which made a complete audit of the books of your association. This report appears on page 6 of this issue of the REVIEW.

It showed a reduction in income and a marked reduction in operating expenses for the year, also a special expense of more than \$8,300 for extra legal fees. Expenses were reduced in almost every account except for a sharp increase in annual meeting cost.

F. M. Twining then reported on the year's work of the Field and Test Department of which he is Director. This is also covered on another page. Of special interest was the improvement in the "returned milk" situation. A comparison with 1923 conditions revealed

a very great improvement in testing accuracy, correct weights and numerous other sources of trouble to milk producers.

A motion properly passed authorized that a telegram be sent Frederick Shangle, Director and former Vice President, who was confined to his home by a threat of pneumonia, the telegram to express greetings and sincere good wishes for a rapid recovery.

The afternoon session opened

(Turn to page 13)

Your Representatives For 1935

The complete list of directors of the Inter-State Milk Producers' Association is given here for your information, together with the officers they have selected to carry out their instructions and the directors they have selected for the Executive Committee.

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Executive Secretary
F. M. Twining, Treasurer
H. E. Jamison, Assistant Secretary
Frank P. Willits, Assistant Treasurer
H. D. Allebach, Sales Manager

BOARD OF DIRECTORS

H. D. Allebach, Trappe, Montgomery Co., Pa.
S. K. Andrews, Hurllock, Dorchester Co., Md.
John H. Bennetch, Sheridan, R. 1, Lebanon Co., Pa.
Fred W. Bleiler, New Tripoli, Lehigh Co., Pa.
Ira J. Book, Strasburg, R. 1, Lancaster Co., Pa.
E. M. Crowl, Oxford, R. 4, Chester Co., Pa.
H. W. Cook, Elkton, R. 2, Md., New Castle Co., Del.
E. H. Donovan, Smyrna, R. D., Kent Co., Del.
Chester H. Gross, Manchester, York Co., Pa.
C. H. Joyce, Medford, Burlington Co., N. J.
J. W. Keith, Centerville, Queen Annes Co., Md.
Oliver C. Landis, Perkasio, Bucks Co., Pa.
A. R. Marvel, Easton, Talbot Co., Md.
Wm. G. Mendenhall, Downingtown, Chester Co., Pa.
Ivo V. Otto, Carlisle, R. D., Cumberland Co., Pa.
Philip Price, West Chester, R. 3, Chester Co., Pa.
John S. Reisler, Nottingham, R. 3, Pa., Cecil Co., Md.
Albert Sarig, Bowers, Berks Co., Pa.
Frederick Shangle, Trenton, R. D., Mercer Co., N. J.
H. B. Stewart, Alexandria, Huntingdon Co., Pa.
M. L. Stitt, Spruce Hill, Juniata Co., Pa.
John Carvel Sutton, Kennedyville, Kent Co., Md.
S. U. Troutman, Bedford, R. 2, Bedford Co., Pa.
R. I. Tussey, Hollidaysburg, R. 3, Blair Co., Pa.
Asher B. Waddington, Woodstown, Salem Co., N. J.
B. H. Welty, Waynesboro, Franklin Co., Pa.
F. P. Willits, Ward, Delaware Co., Pa.

EXECUTIVE COMMITTEE

A. R. Marvel, Chairman
E. H. Donovan, Frederick Shangle
J. W. Keith, B. H. Welty
Wm. G. Mendenhall, F. P. Willits

Our Year's Work

Address at 1934 Meeting

By B. H. Welty, President

WE HAVE just completed the eighteenth year of our association's work and service. During that year we participated in several fundamental changes in market conditions.

A year ago this market was operating under a Federal Marketing Agreement. Our association, the milk dealers, and the Agricultural Adjustment Administration were parties to that Agreement, which went into effect on August 25th, 1933, and remained the controlling factor in the market until April 1st, 1934.

We are all frank to admit that this Federal Agreement did not accomplish as much as we had hoped. But looking back at it from the present day we can see that it restored much of the price loss which the depression and price cutting had inflicted upon our producers. Practically the same price schedule established under that Agreement is still in effect.

State Control

We are well aware that there was a storm of protest against this Marketing Agreement. This protest assumed a very serious appearance. Time has shown us, however, that it came almost altogether from those who did not possess a cooperative spirit and the willingness to work together for the good of our Philadelphia milk industry, or from those who, during the depression, shifted to milk production from other types of farming which were bringing lower returns. I am convinced that this period of Federal control of our market will go down in history with its benefits outweighing its shortcomings by a goodly margin. Its greatest weakness was its lack of enforcement.

With the establishment of the Pennsylvania Milk Control Board in January and its first state-wide order effective on April 2nd, we found supervision of the Philadelphia Marketing Area transferred from Federal to State control. The legislative act establishing the Pennsylvania Milk Control Board was passed as an emergency measure, effective until next April 30th, or longer if the legislature continues its work. It is too early at this time to accurately appraise the effect of state control board supervision. Adding further complication to such an appraisal has been the rather stormy career of the Control Board during its first several months. The enforcement activities of this Board have not come up to our expectations. This, we feel, has been due, in part at least, to the rapid succession of Orders which have indicated changes of policy. Some of these orders were generally considered as uneconomic and therefore exceedingly difficult of enforcement. The most recent Order of this Board has resulted in a much better attitude through the marketing area.

Our association has been working with the New Jersey Milk Control Board as well as with the Pennsylvania Board. I am glad to report that the relationship between our association and the New Jersey Board is becoming more effective month by month. This is good evidence that control boards and cooperatives can work together for the welfare of everyone. The policies in effect both in Pennsylvania and New Jersey under control board supervision show a remarkable amount of "borrowing" from the experiences of our own association and other dairy cooperatives, experience which has been obtained through years of work and cooperation without help of the enforcement "teeth" such as the law provides to state boards.

Keep Control Boards

Steps have already been taken in Pennsylvania in which all established farm organizations are participating for the preparation of plans and policies that will serve as a guide in drafting further milk control legislation. These groups are studying the present milk control act and comparing it with the experience of similar legislation in other states in its effect upon the welfare of our industry. It is hoped and expected that out of these conferences will come recommendations for legislation which will improve or strengthen the Control Board Act for the benefit of all producers. We are looking forward to similar activity with reference to legislation for continuing the New Jersey Control Board.

During the last few years there has been a decided shift from certain farm enterprises to dairying. This was a natural outgrowth of the depression since many of those enterprises were hit harder than was the production of milk. With the fluid milk market offering promises of better return it was only human for thousands to make such a shift as their conditions permitted. Thus, we see that if business improves and buying power in general returns to more nearly normal the dairy situation will be helped, not only by a better demand but by a shift from dairying by many of those who have only recently become milk producers.

Reduce Cow Numbers

Recent governmental activities such as the purchase of cattle in its drought relief program and also of more immediate concern to us, in the control of Bang's disease, should greatly reduce our cow population and thus help bring production and consumption more nearly into balance.

Perhaps the most pressing problem facing our producers today is that of farm inspection. At our last Annual Meeting a Resolution was passed requesting your association officers to call a conference

of health and dairy inspection officers in the several states of our milk shed. This conference was called and attended by representatives from New Jersey, Pennsylvania and Delaware with some municipal health officers also present. The purpose of this meeting was to work out a plan which would eliminate duplication of inspections by establishing uniform regulations whereby one inspection would serve for every market in the milk shed.

Conference on Inspection

The result of the conference was not as encouraging as we had hoped. Regulations are established in New Jersey by legislative enactment. Each state has a certain amount of pride in its own inspection standards. Obviously standardizing regulations in all states would be a slow process when either a board of health or two houses of a legislature and a state's executive officer must be convinced that any certain regulations are most desirable.

There have been definite indications that state lines have undue and impractical effects on the enforcement of inspection standards. Instances have also been brought to our attention that regulations have been forced upon producers in one state supplying a market in another state which have not been enforced upon producers living in the state in which the market is located. We have no brief for the producer who makes no sincere effort to live up to reasonable regulations nor who does not desire to produce and deliver a high quality of milk. The consumer demands such milk, therefore the dealers and the health officers must see that only such milk is put upon the market.

Your Basics - A Correction

We carried an article in the November issue of the REVIEW about basics as now figured according to the Pennsylvania Milk Control Board Order 17.

That article contained an error in that the rule discussed therein should have referred to the method of figuring basics only for those producers who are selling milk to dealers in the Philadelphia sales area, except New Jersey. Producers within the Philadelphia milk shed but selling to other markets are covered by another section of Order 17.

I am positive, however, that there is not a man in this room who feels that an imaginary line called a state boundary can have any effect whatever upon the quality of milk produced upon either side of it. Neither should such boundaries have any effect whatever upon a producer's right to sell his milk in any convenient market. If he produces good milk he deserves the right to sell in a market which is conveniently reached. If he does not produce good milk he does not deserve that right regardless of where he lives. Should we be able to obtain one uniform inspection standard for all

markets, then one inspection period, whether every six months or every twelve months, or whatever is deemed advisable would be sufficient. Under one inspection standard a producer can fix his barns and obtain equipment which will meet the standards of every market where his dealer may be open to be selling milk. It would eliminate useless expense in buildings and changing equipment so as to meet definite but insignificant differences in requirements.

Should any municipality or dealer then demand more stringent requirements, milk producers would meet such demands should be paid a higher price to cover the increased cost of production. It is possible that legislation will be needed to protect our producers from this regard.

Under-Consumption Hurts

It is generally recognized that our industry is suffering far more from under-consumption of milk and dairy products than from over-production. This is a normal result of the depression and lack of buying power among our population. In spite of this situation the per capita consumption of milk and other dairy products is held up better than for many other products.

Perhaps this relatively favorable situation is due to the sound and constructive efforts that have been made during the last fifteen years to impress upon consumers the health value of milk and its products and their actual economic value as compared with most other foods. It is our job to continue this educational work even more aggressively than before. We must press upon the consumer in every possible manner that milk is

Lauterbach Gives Dairy Picture

Strong Cooperatives Essential, Further Adjustments Needed

THE DAIRY FUTURE is none too rosy according to several statements made by A. H. Lauterbach, Chief of the Dairy Division, Agricultural Adjustment Administration at the annual meeting of our Association on November 21.

He says, "I am not sure but the dairy farmer will have to adopt some kind of production control." Adding that it appears fortunate right now because of the drought that the control plans proposed last spring were rejected. But had it not been for the drought, "you would have 20 cent butter instead of 30 cent butter today in New York. If you had 20 cent butter in New York today you would not be able to get the prices you are getting today for your milk."

Mr. Lauterbach continued, saying that the local price for cream certainly could not be maintained if 20 cent butter prevailed in the Midwest.

Relief Purchases

Speaking of butter and cheese purchases for relief use, Mr. Lauterbach said that more than 16 million pounds of butter have been bought since January 1, and almost 14 million pounds of cheese since June 1, to be used for relief and to reduce the surplus of those products.

"It must be recognized that surplus removal alone cannot be expected to improve the situation of dairy farmers permanently, but it is merely the elimination of abnormal surplus from regular trade channels. Without control over production, such artificial stimulation of dairy prices in relation to the prices of other farm products will eventually result in the increase of supplies tending to offset gains received through surplus programs."

"However, from time to time additional amounts of dairy products as required for direct relief distribution will be purchased in limited quantities."

It was pointed out that wholesale butter prices at New York probably could be forced to 35 cents but that would invite importations of foreign butter, a shift to oleomargarine, and a later break in prices. Instead, he favors keeping the market at its present level, holding our customers, and later, as business conditions get better, the price level can be expected to rise. Mr. Lauterbach was quite emphatic that fluid milk markets cannot maintain a price level out of line with manufactured product prices.

Eradicate Disease

Disease control, according to Mr. Lauterbach, is receiving attention, as requested in the dairy conferences last spring. Work on tuberculosis eradication has been speeded up and testing for Bang's disease has been organized and is under way on a voluntary basis

with indemnity available for losses from either disease. Regulations are now being drawn up, he says, for experimental work with mastitis. On the outcome of this work will depend future policies on mastitis control efforts.

Drought cattle have been bought in large numbers, the meat from those found suitable being canned



Arthur H. Lauterbach, Chief of the Dairy Section of the AAA, who spoke at the Wednesday morning session of the Inter-State annual meeting. Mr. Lauterbach owns a farm in Minnesota.

for relief uses. The removal of these animals from the open market, he said, has been a strengthening factor in beef prices and the price of dairy stock.

Minorities Cause Trouble

Milk marketing agreements, there are 45 to 50 of them, were described as a prolific source of headaches. This situation, Mr. Lauterbach says, is true because a minority of 10 percent on any market can upset the whole market structure if they choose to become violators and get an injunction or a restraining order, making the others suffer. He says, "The only redeeming feature I see in State and Federal legislation is that it is trying to put a plank under you. You know all the milk strikes and wars always have been paid by the producer. The so-called chiseler has always taken his loss out of the farmer one way or another and they will continue to do it until there is some milk license working almost perfectly. . . . We have one license in Detroit, Michigan, which I would say has been working almost perfectly and I am going to tell you why. They have one of the best marketing and bargaining organizations in Detroit. They have a group of distributors up there who have learned to cooperate and I think the bargaining institution has been responsible for bringing them together."

Federal and State cooperation is seen by Mr. Lauterbach as the most effective method of control.

On this he says, "I think practically all of us in Washington in the market program have come to the conclusion neither the State nor the Federal government can run this show alone. It is absolutely necessary to work out a cooperative program between the State and Federal government. We have states now trying to solve the problem alone. They have a market that is 90 percent intra-state and 10 percent interstate and the 10 percent interstate are the fellows who raise Cain. There must be some kind of program worked out whereby the Federal Government can control the 10 percent that is interstate and the state control the 90 percent that is intra-state."

Prices Must Be in Line

Too high a fluid price cannot be maintained, Mr. Lauterbach, insists, citing experiences at Providence and at Minneapolis-St. Paul, stating that, "One of the reasons we are having difficulty in some of our markets where we have milk licenses is because the farmers have either talked us into, or forced us into too high a price. I know you people won't like to hear this. . . . I recommended a \$3.40 price in Providence and it is too high and before very long they are going to admit it. I recommended a price of \$2 in Minneapolis and St. Paul which happens to be my home and I have to go up there and appear before this group of farmers this Saturday and tell them why we reduced it from \$2 to \$1.70."

Concerning evaporated milk competition this warning is given, "If you want to hold your trade, my advice is don't get your markets too high. Hold them somewhat in line with competition with this evaporated milk and then produce the best product that you know how."

The effect of other crop reduction programs may possibly cause an increase in milk production. This will happen if land kept out of production is converted to grass which would, in many cases, be utilized to produce milk. This will happen if crop control is continued, states Mr. Lauterbach, and it may make a national dairy production control plan imperative, all of us paying some processing tax in order to keep farmers in other sections out of competition with us.

We Need Cooperatives

Early in his talk Mr. Lauterbach emphasized the necessity of strong cooperatives in saying, "Regardless of how much State legislation or Federal legislation you are able to get to help you solve your milk problems, you are not going to get what you want unless you have a real, strong cooperative organization."

Again, in closing Mr. Lauterbach said in no uncertain terms that strong cooperatives are necessary.

His words: "I want to again go on record saying the best thing you can do, regardless of what the State and Federal Government does, is to strengthen your cooperative organization. I believe it is absolutely necessary for a unit like yours to belong to a large unit such as the National Milk Producers. I hope the day will come when the National Milk Producers organization and other farm organizations will become much stronger than they are today, so that they can go to Washington and get results. I know from my eight months experience that it is necessary for farmers to go to Washington and sit down with us and tell us what the problems are. If you don't do it the other people will be there."

Small Seed Supply

More than usual difficulty in obtaining a supply of certain farm seeds of satisfactory quality for planting their crops next season is likely to be experienced by Maryland farmers, according to Forrest S. Holmes, who is in charge of the seed laboratory of the Maryland Experiment Station. He states that the 1934 production of many kinds of farm seeds is the smallest for many years, and that the situation is further aggravated by an unusually small carry-over of seeds from previous years.

Production of alfalfa seed, he states, is four-fifths of normal; sweet clover is about one-half normal; production of alsike clover, red clover, and timothy is only one-half normal and is the smallest on record for each of these three kinds of seeds. Many other kinds of farm seeds will not be available in normal quantities during the coming year.

Dairymen in the past year have spent considerable time proving to the Milk Control Board that they are not getting the cost of production. This time has been well spent, but dairymen must not forget that it is still essential to produce milk economically and that production problems are just as vital as ever. You dairymen in association work have a business-like record of your operation. It is up to you to convince your neighbors as to the value of testing work. New Jersey Cow Testing Studies.

The testing program for Bang's disease is well under way with four states each testing more than 20,000 head up to November 1. Those states are Virginia, Ohio, Minnesota and Wisconsin. Tests were made on 232,185 cattle of which 33,368 were reactors, or about 14 percent. Minnesota has 360,000 cattle listed for testing.

INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the
Inter-State Milk Producers' Association, Inc.

H. E. Jamison, Editor and Business Manager
Elizabeth McG. Graham, Editor
Home and Community Department

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Inter-State Inspirations

Every talk, every report, given at the annual meeting was so packed with good sense, vision, encouragement, or accomplishment that we regret the impossibility of giving you everything in full in the REVIEW. They were real treats to those who were privileged to attend, treats that should linger in their memories. Some of the talks have been summarized, some of the reports condensed for publication in the REVIEW.

Part of the proceedings must be held over for the January issue. These talks of Inter-State progress and plans are being made available to you in their entirety, minus only the personality of the individuals and the enthusiasm of the surroundings. The addresses and reports are being printed in full in booklet form and will be available upon request as long as the supply lasts.

Flowers—and Thorns

Being a comparative new comer in your midst, I feel that I am just beginning to get acquainted with you members of the Inter-State Milk Producers' Association and readers of the REVIEW. The Annual Meeting furnished an excellent opportunity to meet many of you for the first time. I want to meet more of you, all of you, as opportunity presents.

Many gratifying remarks were made about the REVIEW, about how it has presented the facts of the happenings of the past year, about its readability and timeliness. Too many such might have caused conceit, egotism, self-satisfaction.

So a few thorns were mixed with the bouquets. One or two, especially, were quite pointed and sharp. They help preserve a

balance, keep me on the alert. Such as they are needed now and then.

All in all, the flowers far exceeded the thorns and they give me encouragement to go forward with an aggressive policy so as to give you a REVIEW that will serve you as well as please you. I want your cooperation in giving me sound suggestions and criticisms so we can use all our combined experience in making the REVIEW a bigger and better paper.

H. E. JAMISON, Editor.

We Have Been Busy

The past month has been a busy one. Since our last issue went to press a Northeastern States Agricultural Conference was held in New York City, the National Cooperative Milk Producers' Federation met at Syracuse, New York, and the Eighteenth Annual Meeting of your association passed into history.

Each of these events promises to be far-reaching in importance. The New York meeting indicates the start of coordinated effort among all dairy cooperatives, other cooperatives and agricultural educational services in the Northeastern part of our country.

The meeting at Syracuse emphasized more than ever before the need for united effort of all dairy cooperatives in order to assure the dairy industry of our nation the influence which its importance demands. More than that, it brought forth definite plans to make its influence more effective and to build a stronger cooperative spirit among members of all member cooperatives.

For those of you who attended the Inter-State annual meeting no additional word is needed as to the forward-looking attitude evident throughout. For those who were not among the fortunate who attended we shall attempt to tell in our own feeble way just what happened and how you can help to make this a better Inter-State so it can help you keep this market on its high plane.

A Word for the Press

We thank you, gentlemen of the press. You covered the report of the Eighteenth Annual Meeting of our association with fairness and consideration. You emphasized fundamentals and, with a minor exception or two, you passed by inconsequential details.

The meeting was constructive. Your reports of it carried that impression to your readers.

Legislation is Coming

Quiet has reigned in the Philadelphia milk shed for several weeks. The market appears to be in good shape. There is practically no controversy as to either producer or consumer prices.

But legislatures are soon to meet. Milk, milk control, dairy inspection will all receive attention. It is too early now to forecast accurately just what trend this legislation will take. It appears a

safe guess, however, that the state milk control boards of Pennsylvania and New Jersey will be continued, with perhaps some strengthening of the acts.

We may also expect efforts by some to include in such legislation, features of some kind which can be invoked to embarrass and handicap dairy cooperatives with the Inter-State Milk Producers' Association one of their intended victims. It was tried before—and failed. It will be tried again—and it will fail again if you make your representatives in your state legislatures know your demands.

(The above was written Tuesday afternoon, November 27. A Philadelphia paper carried a special article the next morning stating that the afternoon before a representative of each of two organizations, sometimes called dairy cooperatives, walked out of a conference at Harrisburg, called by the Grange and participated in by most of the active dairy marketing associations of the state, at which milk control legislation was being discussed.)

A Contradiction

There is an Ethiopian in the woodpile. A Philadelphia paper tells about the Federal Trade Commission study of the Philadelphia dairy situation and says the findings are secret. The Trade Commission has a policy of revealing nothing until it issues its complete report.

Yet in that same article that paper, the Record, says that abuses have been uncovered, and also in another paragraph drags in the name of your association.

How come? If a secret, the Record has no facts on which to make its statement unless someone connected with the Trade Commission has "spoken out of turn" in which case such individual or individuals should be kicked out. We have complete faith in the regular personnel of the Commission and feel that no information has been released.

It looks like another wild guess by that paper, perhaps hoping they are right and that its guess will be accepted as a fact by careless readers.

Farm Census in January, Write for Sample Copy

The schedule for the Farm Census which begins January 2, 1935, is divided into eight major sections comprised of one hundred questions. It will not be necessary for every farmer to answer all these questions, but only those which pertain to his particular farm activities. The schedule contains only about one-third as many questions as did the schedule of 1930, but it covers all of the principal items of interest to farmers.

It is important that every farm report contain full and accurate figures. Farmers can aid in this by procuring a sample copy of the schedule ahead of time by sending a card to the Milk Producers' REVIEW, 219 N. Broad St., Philadelphia.

Certain Situations Brought Up-to-Date

ON APRIL 2, in Philadelphia, Secretary of Agriculture H. Wallace said, "Profit on capitalization and profit per quart of milk are two very different things. Possibly, in a few cities, if every bit of the profit of distribution were taken, a fraction of as much as a cent a quart might be added to the farmer's price of milk. But this would mean driving others to the wall; even so, it would not solve the dairy farmer's problem."

Have you seen that quoted Most likely not. But the ballyhoo boys whose chief function in life appears to be to confuse the issue, any issue which takes their fancy take keen delight in digging up a previous statement of Secretary Wallace, a statement which applies to times gone by, a statement which has been relegated to the scrap heap by Secretary Wallace himself as far as the present situation goes.

It was made at Madison on January 31, 1934, and said in effect that net returns on capitalization of dairy companies in Philadelphia were 30.8 percent for the five years 1929 to 1933, inclusive. He stated further that the 1933 figure was estimated at 21.7 percent, making the other figure an estimate also. Further, these estimates applied only after certain arbitrary deductions were made from expense. Yes, Philadelphia dealers made a profit but we don't know even yet how much it was. More important, the figures gave no indication as to dealers' profits on the basis of purchases and sales and as producers that is what we are really interested in.

What a change in tune from January 31 to April 2. Secretary Wallace was man enough to admit his error and give the real significance of the facts, the ballyhoo boys are not.

Now we have another specimen of ancient history being dragged out. The same anvil chorus is stating that the spread between producer and consumer is 5.15 cents a quart in Philadelphia and that it is only 4.41 cents in Chicago. They should know better. That Chicago figure applied on October 1, but it does not apply now.

Since November 1, Chicago dealers have had a spread of 4.95 cents a quart and peace has not yet been declared in their price war.

The same report revealed that the spread per quart in 42 of the 50 cities studied is greater than in Philadelphia—and now the spread in Baltimore is also greater than in Philadelphia, but why should the ballyhoo boys mention that since it would not create any local discord. We would like to see a narrower spread in our market but the chances for it are not encouraging.

It is our duty, we believe, to give you this information. You need it so you may have a better understanding of the facts.

(Do you want reprints of this article? Send us a card and we will be glad to supply you with as many as you can use to advantage.)

Secretary's Report

Annual Meeting, 1934
L. Ralph Zollers, Secretary

Stock Record of 1933-34, Fiscal Year Ending October 31

Shares outstanding, October 31, 1933	23,544.5 Shares
Issued for cash	327.5 Shares
Adjustment of a prior year	.9 Shares
Shares redeemed (held by members out of dairy business)	54.2 Shares
Withdrawn	23.7 Shares
Total number of shares outstanding, October 31, 1934	23,795.0 Shares

The Board of 27 directors during the past year has been made up of 17 from Pennsylvania, 5 from Maryland, 3 from New Jersey, and 2 from Delaware.

The Executive Committee held meetings at intervals during the year. This committee of nine is composed of 5 from Pennsylvania, 1 from New Jersey, 2 from Maryland and 1 from Delaware.

I again have the sad duty to perform to report the death of a member of the Board during the past year in the person of C. Craig Tallman, Mt. Holly, New Jersey.

The office always welcomes suggestions from the membership, either through writing or personal interviews. We are always happy to see a member of the Association come to the office at 219 North Broad Street.

At these meetings delegates were selected to represent the local at the stockholders meeting. Practically all meetings were attended by some official representative of the Association. According to reports a great deal of interest was manifested at these meetings.

The office of your Secretary has been burdened with much additional work during the past year such as filling in reports, answering questionnaires, and explaining the different details and activities of the Association to investigators conducted by the Federal, state and local investigators.

By-Laws Changed

During the past year the Board of Directors passed favorably on proposals for changes in the By-Laws of the Association.

To conform to Article 13 of the By-Laws which pertains to the method of selecting the members on the Board of Directors, and after petitions were received from districts where vacancies occurred, nominating ballots were mailed to the members in each district where a vacancy occurred. The nominating committee appointed to count these ballots met and are certifying the report of their findings to the stockholders today. The ballot we are using at this Annual Meeting is made up according to that report.

During the past year the Board met eleven times. Several of these meetings were special. At all meetings the membership of the Board endeavored to discuss the problems and plan for the best possible methods of controlling the dairy industry.

Wild White Clover Doubles Hay Crop

The use of wild white clover with other pasture grasses will increase the crop of pasture herbage and may even double it, says Professor D. B. Johnstone-Wallace of the New York state college of agriculture. This clover, he says, is not the cultivated white Dutch clover; it is the small white-flowering clover which grows in old pastures.

He points out that in the pasture studies conducted last year at the experiment station farm at Ithaca, pasture seeded to timothy alone yielded 1828 pounds of dry hay to the acre, but timothy sown with wild white clover produced a crop that was more than twice as large, or 4085 pounds of dry hay to the acre.

Similar results were obtained with Kentucky bluegrass and wild white clover. Kentucky bluegrass alone produced 1676 pounds of dry hay to the acre, while Kentucky bluegrass with wild white clover had a yield of 3642 pounds. The clover was seeded at the rate of two pounds of seed to the acre.

Professor Johnstone-Wallace points out that the wild white clover gives the crop a higher protein content. On May 25, a sample of hay matter from the Kentucky bluegrass and wild white clover plot showed a protein content of thirty-three per cent, compared with a

Annual Report Now Available

A complete record of the annual meeting of your association will be contained in the annual report which is now in the hands of the printers. Addresses by the outside speakers and reports of the association officers will be carried in full in this booklet. Copies will be sent all delegates to the Annual Meeting.

Other members may have this report by sending a card to the Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia, and asking for a copy of the Annual Report. Make your request at once so we may order enough copies without waste. We cannot promise to fulfill requests received after December 17. Send yours in today.

In the January Review

It is impossible to include in this issue of the REVIEW all the talks and reports given at the 1934 annual meeting of the Inter-State Milk Producers' Association.

The splendid talk given by Fred H. Sexauer, of Auburn, New York, and President of the Dairymen's League Cooperative Association, has not been touched in this issue. The report given by C. I. Cohee, Executive Secretary of the Philadelphia Inter-State Dairy Council, of that organization's work is not included. A part of Sales Manager H. D. Allebach's report has been omitted from this issue.

Look for these features in the January issue of the REVIEW.

Physician: "I will have to paint your husband's throat with silver nitrate."

Mrs. Newrych: "Oh, use gold nitrate, doctor. We can afford the best, you know."

protein content of twenty-three per cent for a plot seeded with Kentucky bluegrass alone. The herbage from the wild white clover plots, he adds, is expected to average a protein content exceeding twenty-five per cent throughout the grazing season.

Another benefit of wild white clover, he points out, is its ability to produce a close sward which protects the soil from the direct rays of the sun and so keeps down the soil temperature during the summer months.

Farmers Raise Game, Charge Hunting Fee

A new way for hard-pressed farmers to make money and for eager city sportsmen to get a thrill by combining wild-game growing with agriculture is suggested by the Federal Government.

It really is put out as an idea the farmer can use to kill two birds

with one stone. He can find use for part of the 40,000,000 acres of farming land that is to come from under the plow next year, and at the same time can get some cash for the till, while helping the country against game extinction.

The plan is simple as outlined by the Bureau of Biological Survey of the Department of Agriculture.

Many city sportsmen want to enjoy good shooting without traveling long distances to wild districts. Farmers with land not far from cities have portions of their farms out of cultivation and available for planting to game food and cover crops.

With the help of State conservation departments or sporting clubs, the Federal Government thinks that farmers could obtain enough quail, prairie chicken, pheasant, rabbit or other game to start a regular game crop.

Alfalfa Seed Warning

Be careful of the variety of alfalfa seed you get and of the place where it was grown, warns Howard B. Sprague, Agronomist at the New Jersey Agricultural Experiment Station.

For southern New Jersey he urges a seed grown in Kansas or farther north, stating that Kansas Common is satisfactory. The Common from Nebraska, Dakotas, or Montana is usually satisfactory for northern New Jersey.

Hardy strains such as Grimm, Hardigan, Cossack, or Canadian Variegated are all superior to the common strains and many believe they are well worth the extra cost.

If any REVIEW reader is in doubt as to what varieties are adapted to his own local conditions he is urged to see his county agent or to write the agronomist at his state agricultural college.

The demand for seed is expected to cause high prices and in many cases farmers are being urged to buy early before prices advance further or the better seed supplies become exhausted.

Cellophane, in a choice of colors, is now available for use as hoods to cover the tops of milk bottles, protecting the regular cap and the pouring lip of the bottle from contamination of any sort.

Movie Actress: "I'll endorse your cigarettes for \$50,000."
"I'll see you in hale first."

A bulletin board outside a church announced Sunday's sermon: "DO YOU KNOW WHAT HELL IS?"
And below in small letters: "Come and hear our new organist."

Chief Accountant: "There's \$2.00 missing from the cash drawer and no one but you and I have a key to it."

Cashier: "Well, let's each put a dollar back and forget it."

Watch the ads in the Milk Producers' REVIEW for news of reliable farm and dairy supplies

Financial Statement, October 31, 1934

Mr. I. Ralph Zollers, Executive Secretary,
Inter-State Milk Producers' Association,
219 North Broad Street,
Philadelphia, Pa.

Dear Sir:
WE HEREBY CERTIFY that we have made an examination of the books and accounts of the Inter-State Milk Producers' Association for the Fiscal Year Ended October 31, 1934. In our opinion, the accompanying Statements of Assets and Liabilities (Exhibit A) and Income and Expense (Exhibit B) set forth the financial condition at October 31, 1934 and the result of operations for the Fiscal Year ended that date.

Very truly yours,
McGEE, FLEISHER & COMPANY
(Signed) CHARLES E. FERNALD,
Certified Public Accountant.

November 17, 1934.

Statement of Assets and Liabilities October 31, 1934

ASSETS	
Current Assets:	
Cash:	
On Hand and in Banks.....	\$ 3,211.83
Advances—Travel.....	550.00
	\$ 3,761.83
Judgment Note Receivable— (Juniata Valley Dairymen's Cooperative Association).....	900.00
Accounts Receivable—Advertising.....	301.56
Other.....	355.89
	657.45
Investments at Cost (Market Value \$53,908.12).....	57,773.26
Total Current Assets.....	63,092.54
Fixed Assets:	
Furniture and Fixtures.....	19,683.62
Less—Reserve for Depreciation.....	15,594.31
Total Fixed Assets (Net).....	4,089.31
Total Assets.....	\$67,181.85
LIABILITIES	
Current Liabilities:	
None.....	\$ —
CAPITAL	
Capital Stock:	
Common (Par Value \$2.50):	
Authorized 40,000 Shares.....	\$100,000.00
Unissued and Treasury 16,205 Shares.....	40,512.50
Outstanding 23,795 Shares.....	59,487.50
Surplus:	
Balance, October 31, 1934.....	7,694.35
Total Capital.....	\$67,181.85
Total Liabilities and Capital.....	\$67,181.85

STATEMENT OF INCOME AND EXPENSE

Fiscal Year Ended October 31, 1934	
Income:	
Dealers (From Producers).....	\$82,800.96
Milk Producers' Review.....	2,191.53
Advertising.....	10,561.05
Subscriptions.....	12,752.58
Interest Received.....	3,256.36
Total Income.....	98,809.90
Expense:	
Sales.....	16,463.68
Membership.....	27,602.25
Testing.....	21,425.72
Milk Producers' Review.....	14,431.32
Directors and Executive Committee.....	6,555.21
Annual Meeting.....	584.66
Legal.....	1,817.94
Industry Welfare.....	3,291.67
National Co-operative Milk Producers' Federation.....	5,042.53
Statistical and Financial.....	105,137.11
Total Expense (Schedule B-1).....	105,137.11
Net Loss Before Other Deductions.....	6,327.21
Other Deductions:	
Loss from Sale of Securities.....	118.00
Special Expense Re: Annual Meeting, Master's Fee, Teller's Salaries and Legal Fees in connection with hearings and conferences.....	8,316.31
	8,434.31
Net Charge to Surplus.....	\$14,761.52

STATEMENT OF EXPENSE—SCHEDULE B-1

Sales:	
Salaries.....	\$10,187.10
Expense—Including Travel.....	2,651.90
Supplies.....	19.84
General Overhead.....	3,117.58
Miscellaneous.....	24.21
Printing and Stationery.....	423.57
Advertising.....	30.00
Repairs.....	10.28
	\$16,463.68
Membership:	
Salaries.....	15,807.02
Expense—Including Travel.....	8,835.88
Supplies.....	20.98
General Overhead.....	1,766.63
Postage.....	19.20
Printing and Stationery.....	233.11
Repairs.....	7.56
Advertising.....	474.12
Hall Rent.....	437.75
	27,602.25
Testing:	
Salaries.....	10,751.52
Expense—Including Travel.....	6,907.14
Supplies.....	336.50
General Overhead.....	2,597.98
Miscellaneous.....	31.54
Postage.....	161.06
Printing and Stationery.....	389.23
Repairs.....	32.75
Subscriptions.....	18.00
	21,425.72
Milk Producers' Review:	
Salaries.....	4,010.71
Expense—Including Travel.....	525.88
Supplies.....	42.85
General Overhead.....	1,039.19
Miscellaneous.....	10.00
Postage.....	451.90
Printing and Stationery.....	8,224.52
Engraving and Photos.....	71.81
Repairs.....	2.62
Subscriptions.....	11.00
Discount.....	40.84
	14,431.32
Directors and Executive Committee:	
Salaries.....	4,320.50
Expense—Including Travel.....	3,262.87
General Overhead.....	311.76
Subscriptions.....	27.00
	7,922.13
Annual Meeting:	
Salaries.....	1,579.67
Expense—Including Travel.....	1,373.07
General Overhead.....	311.76
Miscellaneous.....	1,862.53
Printing and Stationery.....	294.12
Engraving and Photos.....	7.95
Delegates Expense.....	1,049.58
Speakers Expense.....	76.53
	6,555.21
Legal:	
General Overhead.....	103.92
Miscellaneous.....	480.74
	584.66
Industry Welfare:	
Salaries.....	1,052.97
Expense—Including Travel.....	321.47
Printing and Stationery.....	32.09
General Overhead.....	311.76
Miscellaneous.....	13.00
Subscriptions.....	9.15
Contributions.....	77.50
	1,817.94
National Co-operative Milk Producers' Federation:	
Salaries.....	388.55
Expense—Including Travel.....	8.64*
General Overhead.....	311.76
Contributions.....	2,600.00
*Credit	
	3,291.67
Statistical and Financial:	
Salaries.....	3,717.29
Expense—Including Travel.....	358.00
Supplies.....	7.70
General Overhead.....	519.60
Miscellaneous.....	380.50
Printing and Stationery.....	58.76
Repairs.....	.68
	5,042.53
Total Expense.....	\$105,137.11

Get New Record Book

In order that farmers may have a clearer picture of their crop, livestock yields, their expenses, production, and their gross and net income, the Agricultural Extension Service, will again produce Farm Record Books for all farmers without cost.

Some of the early books were rather crude and difficult for farmers to understand. The new Farm Record Book, however, is a very last word in farm bookkeeping. It is, first of all, a neat 8 by 10 1/4 inches in size, with a department easy to find and understand.

Every farmer should take inventory in these times. Many farmers feel that their inventory is also a great protection, for in the event of a disastrous fire, the inventory helps in adjusting insurance on buildings, livestock, equipment feeds and supplies.

In these days when farmers are making more use of commercial bank credit, and the facilities their Production Credit Associations it is highly essential to have records and to include an inventory. A credit statement showing the farmer owns and what he owes is invaluable when he wishes to obtain credit for production purposes.

Penn State Study Shows Community Boundaries

Community lines do not coincide with township boundaries, Professor W. V. Dennis and H. J. Boser, rural sociologists of the agricultural economics department at the Pennsylvania State College, have discovered in surveys made recently in Adams, Lebanon, and Perry counties.

Natural barriers, such as mountains and rivers, have more influence than artificial boundaries in the determination of community limits. In some cases where no roads have been built community areas have shifted as a result.

Satisfaction of social and economic needs has an important part in establishing communities. In some cases these services are supplied almost entirely from outside the county where the people live.

Professor Dennis reports that one county the residents of one community never attended meetings announced in the newspaper made of this community it was discovered that the residents read newspapers published in an adjoining county.

Four new bulletins have been published recently by Pennsylvania State College. Their numbers and titles follow: No. 305, Types of Farming in Pennsylvania; No. 306, Potato Growing with Tractor Power; No. 307, Linseed Meal for Growing and Fattening Lambs; No. 303, the Vitamin D Requirements of Growing Chicks and Laying Hens.

Develop Northeast Dairy Plans

Problems Outlined and Solution Discussed

A DEFINITE MOVE for a unified dairy industry in the Northeastern states resulted in a general conference of agricultural leaders at New York City on November 8-10. The conference, in its entirety, also covered poultry and eggs, and potatoes, fruits and other vegetables.

Participating in it were representatives from the state agricultural colleges, State Departments of Agriculture, United States Department of Agriculture, Milk Control Boards, and practically all the important agricultural cooperatives operating from Washington, D. C. to Maine. Your association was represented by Frederick Shangle, M. L. Stitt and Chester A. Gross of the board of directors.

The keynote of the dairy discussion was sounded by J. E. Carrigan, Director of the Extension Service of the University of Vermont. He based his talk on his own experience and observation with which he combined the results of a concise questionnaire sent to forty dairy leaders in the northeast. These included producers, cooperative officials, milk control board officials and agricultural economists. Replies were received from thirty-two of them.

Much of the results of this questionnaire and the comments by Professor Carrigan were condensed and included in the report of a special committee which they termed "Recommendations for Dairy Program in the Northeastern States." This report is produced herewith.

Committee's Report

The Northeastern States constitute primarily a fluid milk-producing territory and secondarily a cream-producing territory, with production of milk for manufactured dairy products of relatively small importance.

Fluid milk-producing areas, hereinafter called milk sheds, must always carry a surplus above the fluid milk requirements to care for seasonal and daily fluctuations in supply and demand. This surplus at times is bound to be sufficiently great to encourage groups to adopt the practice of selling it for use as fluid milk at a price under the recognized fluid milk price but above that of surplus, providing there is a spread between the price of fluid milk and that of surplus sufficient to make such a price-cutting practice appear to offer an opportunity for a higher total return for the milk sold by these groups.

Of course the spread between the fluid milk price and the surplus can be too great; that is, so great as to increase production within the milk shed and very probably decrease consumption, thereby upsetting the equilibrium between supply and demand forces. How-

ever, if the price of milk is held sufficiently close to the price of surplus to provide no incentive for price cutting, the supply in these northeastern milk sheds will not be maintained. Therefore, in order to maintain a stable supply of fluid milk for northeastern markets it is necessary that the price thereof be kept at a point considerably above the price of surplus. This spread usually is sufficiently wide to constitute an incentive for selling cut-price milk.

Control Needed

This price-cutting practice calls not for reduction in the price of milk but rather for control of the price-cutting practice. The necessary requirements for control of this price-cutting practice are:

1. Equitable distribution of fluid and surplus sales to producers in each milk shed.
2. Use of classified price plans which will provide uniform prices, terms and conditions for the sale of milk to all distributors in each market.

Continuous improvement in the position of the milk producers in the various Northeastern milk sheds will depend in large measure upon the maintenance and strengthening of the milk producers' cooperative organizations by the producers themselves. Consideration should be given to any proper steps which would promote progress in this direction. However, experience indicates that the dairy industry alone, despite a high degree of organization, is incapable at this time of seeing that these requirements are carried out, since practically complete control of supply is necessary thereto. Thus assistance from government agencies is needed. We therefore recommend that cooperation be set up between the organized dairy industry and government agencies, state and/or federal, to the end that these requirements for stability may be met. Such an arrangement calls for: (a) strong support and cooperation from producers' organizations and from distributors and (b) close and harmonious working relationship between state and federal government agencies where both are needed. Initiation of such an arrangement should come from the industry which should set up its own controls as far as possible, leaving for the government agencies only such activity as is necessary to insure market stability.

Commend A A A

We commend the admirable spirit of cooperation which is developing between the Dairy Division of the Agricultural Adjustment Administration, State Milk Control Boards, and units in the industry. We believe that these government and industry agencies

are all needed throughout the Northeast to bring about milk market stability and we urge that all strive earnestly to determine what must and should be the function of each, and be ready to do their part in stabilizing milk market conditions.

The Committee recognizes that other pressing problems confront

A Word of Praise

"One of the most forward steps ever taken by dairymen was evident a few years ago when the producers' association in southeastern Pennsylvania voluntarily arranged to have their dairy farms placed under sanitary inspection. . . . The Philadelphia Inter-State Dairy Council and the Pittsburgh District Dairy Council have done splendid work along sanitation lines and in presenting to the consuming public the high food value and the economy of dairy products in the diet." A. A. Borland in Pennsylvania Farmer.

the dairy industry of the Northeastern States. These problems require careful study. We recommend that a permanent Northeastern Dairy Conference be set up to give consideration to the following and other problems facing the industry:

Pressing Problems

1. Disease control. Encourage the completion of the program of bovine tuberculosis eradication in the Northeastern States and formulate a program for maintaining dairy herds on a tuberculosis free basis.

Work out a program for a control and reduction of losses from mastitis and contagious abortion.

2. Losses resulting from the dairy cow cycle. Outline an educational program to familiarize producers with the facts concerning the dairy cow cycle and the resulting effect on market supplies of milk.

3. Milk consumption. Suggest plans to stimulate the consumption of milk.

4. Standardization of milk. Study practices employed to raise the fat content of milk such as Legal standardization, blending milk from areas of high and low fat content, adding cream, etc. with the view to determine the most efficient means of meeting the demand.

5. Dairy cow replacements. Within the Northeastern States there are areas which raise dairy cows for sale and other areas which depend for replacements upon the purchase of cows. Consideration should be given to the establishment of agencies for the most economical transfer of cows.

6. Sanitary requirements. Study the problem of uniform sanitary regulations and inspections in each market milk shed.

7. Distribution costs. Study further the marketing of milk to the end that means may be found of reducing costs and eliminating wasteful practices in both country and city.

8. Inter-State prices. Study the possibilities for and effects of efforts to obtain equitable prices, terms and conditions for sale of milk to distributors in various markets and milk sheds in the northeast.

A plan for the set-up of a Northeastern Dairy Conference was outlined by the committee. This plan called for a representative from each State Dairymen's Association, each State Farm Bureau, each State Grange and from each of the 10 larger active Dairy Cooperative Marketing Associations.

An executive committee of six is proposed, three from marketing organizations and one each from Grange, Farm Bureau and Dairymen's Associations. It is suggested also that representatives of agricultural colleges, State Departments of Agriculture, Milk Control Boards and certain farm supply cooperatives be represented, but without vote.

Few Farmers On Relief

Three-fourths of the rural families on relief in Tompkins and Wayne counties, New York, are non-farming, about one in ten are farm owners, and two in ten are farm renters or laborers.

Nine out of ten families on relief both in the village and open country, neither own nor rent enough land to carry on full-time farming.

These families have virtually no farm animals. Less than one-half of them raised vegetables, while only thirty-seven per cent canned any vegetables. Three times as many "broken families" or families in which men are absent are in the relief group.

These are the findings of Professor W. A. Anderson of Cornell.

Poet: "I wish to submit a poem of mine."

Editor: "All right, but I'm very busy now. Won't you please throw it into the waste basket yourself?"

Insult stockholders, lost in the maze of holding companies, ought to form one all-inclusive bag-holding company, and let it go at that. —Post.

Indians are going to get some of their farm land back—and let that be a lesson to them!—Omaha World-Herald.

Home and Community

Elizabeth McG. Graham, Editor

Along the Line of Local Meetings

Sometime ago the Board of Directors of the Inter-State endorsed the plan of a Program Committee to be appointed by the President of any Local desiring the assistance of such a committee in the planning and activities of the Local. Where desired this Program Committee to be composed of five members: the President of the Local as Chairman, two women and two other members of the Local.

It is frequently said that every well-rounded program for a meeting is made up of three elements: 1—"Bread and Butter", information about the business affairs of the association; 2—"Meat", inspiration, something to help keep the picture of our objectives constantly before us; 3—"Dessert", a little entertainment and good fellowship which may take any of many forms, such as group singing, or a little refreshment.

"The Fundamentals of Cooperation", the talk by William V. Dennis of Pennsylvania State College given at the June meeting of the Inter-State has been made available for distribution in booklet form by the Dairy Council. Requests for copies may be

made to the Home and Community Department of the Review.

Cold weather is almost here. Those attending the December or January meetings of our Locals may appreciate a cup of hot cocoa before or after the meeting. Ask the women about this!

Do YOU know who in your neighborhood belongs to your Local and who doesn't but should? Try a roll call at the next meeting. Have the postcards carrying the program date to the members announce that every member will be expected to answer the roll-call with a one-sentence item or thought from a recent issue of the Review. (Every Inter-State member receives the Review.)

Share your ideas for planning your Local meetings with the rest of us. Read page 6 of the November Review, and remind the Secretary of your Local or someone appointed for the purpose to send in to the Review a brief report of your December or January meeting. Share your ideas along this line!

The Inspiration of the 1934 Annual Meeting

The women's session with so many present and their outstanding interest, their desire to help. Dr. Dennis' inspiration and definite plans of action for our part in cooperatives.

Miss Mary Mims of Louisiana's personal inspiration through life of service, high ideals and spirit of cooperative leadership. Telling of her self only through telling of the people with whom she worked and their response, giving definite examples. The three messages and personal conversation.

The fellowship of men and women all through, especially at Get Acquainted Social, at meals, meetings, banquet and between whiles.

The fine music, humor and inspiration of message of Miss Mims at banquet, and our good time dancing and talking after.

The harmony and good attendance at all sessions, the comprehensive reports and helpful messages all through the two days.

The last day's lunch when some 50 gathered because they were deeply interested, and we ate and talked and received final message and sang with Mr. McKnight leading.

The joy of meeting so many people of fine personality and cooperative ideals.

FROM A MEMBER

Be It Resolved:

That the Women's Session of the Philadelphia Inter-State Milk Producers' Association ask the Inter-State Board of Directors to consider the following:

Because of our deep interest in the Inter-State and its success, we would like to contribute our help in more definite ways, and we ask you to arrange for a Program Committee in each Local, one or more of which shall be women. This resolution to be printed in the MILK PRODUCERS' REVIEW.

Resolution passed by the Women's Session, at the Annual Meeting, November 20, 1934.

Towers of Cooperative Strength

Mrs. Joseph S. Briggs

As a report of the National Milk Producers Federation held at Syracuse during November, I wish that I might give you a word picture of what is possibly the most important gathering of milk producers in the United States this year.

Through those meetings one saw the power of the organized milk producers represented by fifty-three great milk cooperative associations, one of which is our own "Inter-State." These fifty-three associations represent 350,000 farm families and dairy products worth \$250,000,000 a year, all marketed by these associations.

It was a privilege to listen to the men of ability who represent the leadership of these great milk cooperatives. We attended every session for the three days, that we might bring back their thoughts for you to pass on to your home communities.

One evening the Inter-State group was invited to talk informally with leaders from several states. As we learned of the troubles in other territories and how they were being overcome, we realized that our problems are all much alike, and that a closer understanding by the members of the problems faced by the leaders, is absolutely essential if organized cooperation is to succeed. The earnest searching of these leaders working shoulder to shoulder gave us renewed inspiration and faith. They were considering the best methods in production, management, manufacturing, and distribution of dairy products, and the outside forces that create difficulties.

Our Dependence Upon Each Other

Our dependence upon each other as producers was brought home to us again and again. For example, we know that the price of fluid milk and other dairy products depends to a very large degree upon the price of butter. Every milk producer's pocket book feels very definitely the effect of the national butter price and even to some extent the world price. We learned more about the A. A. and state surplus control in general. You and I and thousands of others must acquaint ourselves with these efforts to control conditions, for they are with us as a bridge until we have learned to control our problems by our own cooperating efforts.

The responsibility of women in this great growing cooperative movement, and especially as milk-producing families, was considered at an early session, before the addresses and resolutions. It is highly important that the farm woman should not only know how milk is produced on the farm, but should follow it in her thinking to the market centers.

Mrs. Consumer Is Important

Mrs. Consumer is more important today than ever before. The New Deal, among countless other projects, has started the organization of Consumer Councils in all the large cities for the purpose of learning more about the production of food products. Because of its importance, milk is the first commodity in which these consumer groups will interest themselves. Rural women face an opportunity never before offered them. They can if they will, meet these city groups with an intelligent fund of information relative to production and distribution.

To interest women in the beginning in the work of our neighboring cooperative league in New York, the women were asked to help with the social part of the program, such as providing refreshments. This humanizing influence drew people closer together, and was a stepping stone to the development of the educational work. From Ohio came a member of the Farm

Bureau Federation reporting that the women are assuming equal responsibility with their husbands, working side by side to develop and strengthen the cooperative movement. She said sometimes a member is actually lost because of an uninformed woman's influence. The whole family are enthusiastic where cooperative ideals permeate the entire home atmosphere. We ourselves know this is true. Ohio is going forward rapidly, in starting folk schools and discussion groups where the adults receive information needed to intelligently and loyally work together.

An important point for all of us to bear in mind was made by N. P. Hull, Michigan, President of the National Milk Producers Federation, when he said: "It will be impossible to materially improve the situation of dairy farmers without improving the economic conditions of the great body of general farmers. Train yourselves to know how to select fine leaders for your Locals and all along the line. Search out and select the persons for places of responsibility, and guide them who are fitted for leaders, and not because they are trying to get such positions. The deep thinker and resourceful type can pass the best thoughts successfully on to others, and whose standards are such that loyalty and faith go with them are the people we must select."

Where Shall the Women Begin?

When the whole substance of the messages were boiled down this is what they mean: Cooperation, where ever you find it, rises out of a need—a warm living human need of men and women and children. It is a living thing. It is the Golden Rule put into practice. Private business so often fails to meet this challenge. Cooperatives accept it boldly and the result is larger living for the individual, a greater measure of comfort for the family and a better world in which to live.

Where shall we women start to work for this ideal? Right at home in our local, creating a better understanding of milk marketing conditions, through closer tie-up with our central organizations and more frequent, more informing and interesting programs, and the social spirit that binds us in good fellowship, seeking true information, selecting fine leadership, and cooperating loyally through thick and thin, a new spirit and new strength will be growing within and without.

Our nation has passed through little less than a revolution. We have a right to believe we will continue to forge ahead without arms until fairer relations and opportunities are established, and we will hand on to our children an American agriculture neither peasant nor pauper because we more and more practice educational and economic cooperation.

Our Christmas Menu

WINNAH McK. LYONS, M.D.

My first Christmas present has come—just a glass of a very delicious pickle. My friend makes it herself. It shows the Christmas colors of red and green. Did you remember when the jelly and pickling season was on, to make a few small additional jars that could be tied with the Christmas red, or green and the green? It will be just the gift your friend who cannot make her own jellies now will receive.

The preparation of the appetizer began with the very first thought of Christmas Day, who will be our guests or whose will we be. The ideas and plans were grown until we came to the serving of a big interest in our plans.

Entree Gladness: The appetizer was not large in quantity but so delicious, so piquant that appetites were whetted. No two housekeepers make alike. Our recipe calls for "adopting a family." "No man has yet numbered where cooperative ideals permeate the entire home atmosphere. We ourselves know this is true. Ohio is going forward rapidly, in starting folk schools and discussion groups where the adults receive information needed to intelligently and loyally work together."

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Main Course Hospitality: "In some homes, hospitality is served surrounded by relatives. This is well. In others, it is served with dignified quietude. This gives a fine effect, but cools quickly in the long run. It is not satisfying. Of all, it is served with a Great Variety of Unfortunate Persons, such as who are fitted for leaders, and not because they are trying to get such positions. The deep thinker and resourceful type can pass the best thoughts successfully on to others, and whose standards are such that loyalty and faith go with them are the people we must select."

Salad Course Love, garnished with smiles: By this time, the keen edge of hunger had been appeased; surely troubles are forgotten and sorrows shut out; and there are gentleness with the sweet sauce of laughter. All are now ready to match wits in a game. Try a Santa Claus' Sack. "One guest starts with the letter 'A'. The next one says, 'Books', the next 'Candles', and so on until every letter in the alphabet has been used. If any one cannot think of something to fit the letter before the rest of the group count ten, he or she must drop out of the game; any player speaking out of turn or using the wrong letter must also drop out."

Dessert Satisfaction: A dish of bon bon made from mirth, gratitude and faith beaten together and run in molds of solid trust and patience. Popcorn seems to belong especially to this season.

As we enjoy the pop-corn balls, a game would be enjoyable too, so try pinning on Santa Claus' whiskers, just as we used to pin the tail on the donkey. The peals of laughter are proof that every quality, every mood of the Bill-of-Fare has been said in digestion.

All these things go to make a perfect Christmas. But if we can only have a few of them, or even none of them, we can have a new peace in our hearts, and know that the children of the land may be loved and cared for even as the Christ Child was loved and cared for by His mother Mary that night long, long ago when he lay in a manger in Bethlehem!

The Next Step

Outline summary of the talk by William V. Dennis of State College, at the Women's Section of the Eighteenth Annual Meeting of the Inter-State Milk Producers' Association, November 20, 1934

A. Fundamental considerations

1. There is no one "next step" unless it is to learn what COOPERATION IS.
 - a. At present, knowledge of the true nature of cooperation is limited to relatively few leaders with vision.
 - b. Knowledge of what cooperation is comes slowly; it is a process, a growth in understanding, a gradual realization. Very rarely any such thing as a sudden "conversion", a transformation from rugged individualists today into a whole-hearted cooperator tomorrow. Signing a contract doesn't make a man a cooperator.
2. Membership in a farmer's cooperative is not solely the man-operator's personal business, it is a family matter.
 - a. Farming as an occupation is fundamentally a family undertaking.
 - b. The entire family is greatly affected by the results of cooperative effort.
3. For these and other reasons the women of farm families and the older children have a definite part to play in, and a real responsibility for, the life and work of a farmers' cooperative association.

B. Steps toward family participation in the life and work of their cooperative

1. Wives and older children should attend meetings of all Locals in large numbers. Make earnest effort to achieve as soon as possible an adequate understanding of the business and administrative problems of the local and of the general organization. Women can grasp fundamentals as well as men.
2. Arrange for entertainment, in due proportion, at every local meeting.
 - a. Leadership in providing entertainment should be taken by women and older youth.
 - b. Talent for entertainment should be recruited from the membership of the local, and should include men and women, youth and children. There should be little or no dependence on outside or professional talent.
 - c. Always have music and always have group singing. Have prepared mimeographed song sheets to send out to all local entertainment committees.
3. Make the next local meeting so interesting that no one will stay away from the following one.
4. Prepare a map of your local district. Locate every Inter-State member in your district. Use several persons in doing this.
5. Make an inventory of the talent resources in the membership of each district.
 - a. Record special abilities and usable talent in music of all sorts (including mouth organ and Jew's harp); in dramatics, leadership of games, story telling, in readings and recitations; private moving picture collections, interesting hobbies, etc.
6. Plan full and well distributed use of this talent.
 - a. In local meetings.
 - b. In neighborhood gatherings.
7. Organize one all-inclusive picnic next August (or at other appropriate time) for all locals; or, if necessary divide area into two such areas for picnic in each.
 - a. Omit from program all spell-binding speeches, political and business. One brief dynamic talk on vital phase of cooperation or non-technical, informing talk on Inter-State.
 - b. Devote occasion to recreation, entertainment, and to definite efforts to getting acquainted. Encourage mingling of local groups.
8. Arrange inter-local visits of social and entertainment groups, choruses, musical groups, dramatic groups, etc.
9. Organize groups in every local, being sure to include older boys and girls where possible, and the men, to study what cooperation is and what real cooperation has done.
10. For such study classes, consider the use of such books as:
 - a. Hertz: Cooperation in Dutch Agriculture. (Longmans, Green & Co., New York, '31)
 - b. Howe: Denmark, a Cooperative Commonwealth. (Harcourt, Brace & Co., New York, '31)
 - c. Hart: Light from the North. (Henry Holt & Co., New York, '27)
 - d. Bergengren: The Credit Union. (Beckman Hill Press, New York, '31)
 - e. Dawson: Oberlin, a Protestant Saint. (What Rural Leadership Can Be! (Willis Clark & Co., Chicago, '34)
 (This list is suggestive, not complete.)
11. Devote one or more pages of your paper, the MILK PRODUCERS' REVIEW, each month to study of various phases of cooperation.
 - a. This could well serve as the basis for work of study groups, and be made into a series of lessons, with questions in one issue and correct answers in the next or later issues.
12. Read carefully and discuss your association's paper.
13. Talk Inter-State affairs over in the presence of your children, at the table and at work.
14. Support with enthusiasm the efforts of your leaders. Give intelligent and loyal backing to the officers and representatives of your association. Become Inter-State conscious.

C. Two lines of activity for immediate attention and effort for both men and women

1. The building up of strong, intelligent locals.
 - a. The vital contribution of the home.
 - b. The obligation of both the elementary and the high school.
2. The development of the knowledge of and experience in cooperation among children and youth.

Field and Test Report, 1934

F. M. Twining, Director

THE postponement of the 1933 Annual Meeting made necessary the arrangement and attendance by Fieldmen of double the usual number of local meetings, making many night meetings and long days for the Fieldmen, but they carried on in their usual effective manner without complaint.

Weigh Tank Studies

We reported last year on experimental work we had done on studying cases of inaccuracy of samples of milk, cooled without agitation to very low temperatures. Further studies have been carried on this year on weigh tank design for insuring greater accuracy in milk sampling and the elimination of faulty milk plant methods of operation.

Returned Milk Prevention

We are especially pleased with the results of our "Returned Milk Prevention" work which was carried on from May 1st to November 1st. The amount of milk rejected at all plants where our prevention service has been in operation has decreased almost continuously from month to month. Many producers who formerly were having much difficulty in locating the causes of their trouble have been able, by the information we have given them, to greatly reduce their losses from having milk turned down for off flavors and odors.

At two large plants the equivalent number of 100 lb. cans of milk returned in 1934 was 2677 less than in 1932.

At one Philadelphia plant rigid requirements suddenly imposed caused the milk of over 40 members to be rejected for several days; the Field and Test Department immediately went after the trouble and practically eliminated the trouble in two weeks time.

In connection with this Quality Work, our department has called upon the owners of many herds affected with mastitis, or garget, to help them locate the particular cows affected.

Comparison of 1923 With 1934 Conditions

It takes only a short time to summarize a year's work but those who are familiar with the development and progress of the checking and other services cannot but view with great satisfaction the progress that has been made over conditions prevalent in 1923.

I was told recently by a well-meaning friend of the Association, that our members are not interested in what "has been done" but only in what "is going to be done" for them in the future. I cannot entirely agree that members are not interested in the abolishment of many careless and objectionable practices which were prevalent in the early days of this department, such as:

Tests made with inaccurate glass-

ware, by unqualified operators, from improperly taken samples that were sometimes shipped about from one place to another before being tested; readings of fat tests made without water baths to insure the proper temperature; samples sometimes taken only one day in a two or four weeks' period, sometimes from churned or frozen milk, and sometimes from only one can of a shipment; samples emptied immediately after being tested so that no check-test could be made; dealers' tests not available for comparison, such tests often being carried around in the pocket of a distant dealer fieldman who could not be found; no provision for heating samples while in the centrifugal machine; samples taken by an unqualified sampler and shipped to some irresponsible laboratory to be tested, where each party could blame the other for discrepancies and the dealer could say, "My testing work is done by disinterested parties."

Strengthen Laws

We find that present day conditions, particularly with regard to changed methods of cooling, require the strengthening of our laws, particularly to include:

1. Requirement that dealers provide such mechanical devices as will insure reliable samples under any and all conditions.
2. The elimination of any strainer compartment in the weigh tank below the level of the milk.

The summary of Field and Test Department activities for the year follows:—

Milk Plants Regularly Investigated	114
Butterfat Tests Made at Milk Plants and Inter-State Lab.	82,916
Herd Sample Tests Made	5,997
Total Farm Calls	7,642
New Members Signed by Fieldmen	347
Transfers—Inactive to Active Membership	45
Brom Thymol Tests for Mastitis	2,121
Microscopic Readings of Milk Samples	3,228
Letters Sent Members Giving Cause of Returned Milk	2,052
Local Meetings Attended	328
Total Attendance at Local Meetings	19,313

How Many Nominees?

ONE ELECTION of directors of your association has been completed under the revised by-laws which provide that nominations must be made from within the district which the candidate hopes to represent. The plan is not perfect. It may work injustices. But it has, we believe, demonstrated its superiority over the previous method.

It has certainly simplified the annual meeting procedure, making it possible to speed the election and leaving more time for discussion of policy and for action on resolutions.

The one point that seems to be

3. Requirement that dealers notify patrons of the results of their tests by United States Mail within two days after completion of the test.

We are planning, with the assistance of our Board of Directors and the help of our members to ask for the passage of better Babcock Test Law provisions in all the states in which we operate and in the enforcement of old and new laws on this important subject.

Future Farmers

Our President, Mr. Welty has expressed a keen desire to increase interest in cooperative agriculture in the minds of farm boys and girls. He feels that a great field is open for working with vocational high school instructors in teaching cooperation to our future members who are attending either vocational or rural high school classes as well as in demonstrating the correct use of the Babcock test and the microscope. While realizing that this line of work must not in any way interfere with their regular duties the Fieldmen are planning as their time will permit and until some better plan is found, to teach milk testing and the fundamentals of cooperation to farm boys and girls not only for the benefit of the boys and girls, themselves, but because we believe that by so doing their Dads and Mothers will gain a better understanding of their dairy problems and with a better understanding and a better informed membership, there will naturally follow a stronger and better Inter-State.

director from that district affect all members—that the shed must be considered as a district interest should not be over-emphasized. One nominee from a district would defeat right, it is contended.

But, answer the one-nominee advocates, we want a man we know will protect our interests. We want one who has the confidence of his neighbors and is in the best shape of any choice. A director who is second choice in his home district cannot serve his district and the confidence of the members as effectively as a man who is first choice, they assert.

In two districts in the election the man who got the most votes in the preferential nomination failed to win the election. Closer study reveals that one of them obtained 51.1 percent of the vote in the nomination, the other 51.6 percent, and each had just one more than a normal surplus.

The effects of the basic and surplus plan which has been in operation in this market since 1920 has been much to do with our present satisfactory condition. The great majority of the dealers in Philadelphia are operating under this plan and it has held the trend of production in line with consumption. This has been done by keeping the price of all milk, above fluid milk and cream needs, at a level which will not encourage production beyond market needs.

The result has been that our producers are supplying what the consumers are taking as fluid milk and cream, but have not been interested in producing a surplus which is bound to eventually cause trouble in any market. This plan has not been followed generally in the secondary markets and the result has been an increase in production among producers supplying those markets.

The sentiment of the Annual Meeting was strongly in favor of more extended trial of the nominee per district plan. Perhaps discussion through the columns of the REVIEW would enable members to study this problem further.

Speed TB Testing

A new high mark in the eradication of bovine tuberculosis was set during October, 1934, when 49,932 cattle that had reacted to the tuberculin test were designated for removal and slaughter. This is an all-time monthly record for detection of tubercular cattle. During the month 1,805,202 cattle were tested in the 48 States.

These results were made possible by Federal emergency funds, available both for operating expenses and for indemnity payments. Several States are taking advantage of the opportunity, thus providing for completing testing at an earlier date than would otherwise have been possible.

Teacher: "What cow in the United States is best known for amount of milk it gives?"

Tommy: "Magnesia, mam; the drug stores sell its milk."

Father: "What do you want now? Haven't I just set up your husband in business?"

Married Daughter: "Yes, but Oswald wants you to buy him out."

Empress Poppaea, wife of Nero is said to have taken a daily bath in milk.

Sales Manager's Report

By H. D. Allebach

It is a pleasure to report that the Philadelphia milk market is now in good condition. In fact, I believe it is in the best shape of any during the last four years. By third choice in his home district cannot serve his district and the confidence of the members as effectively as a man who is first choice, they assert.

There are relatively few producers who are seeking other outlets for their milk. The Philadelphia market is in much better shape in these respects than are most of the secondary markets within the milk shed.

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Sanitary Regulations

A second reason for the market conditions in Philadelphia being better than in the secondary markets is the effect of sanitary regulations required by the Boards of Health. Most of the larger dealers are now requiring that their producers meet New Jersey requirements and some that they meet Newark requirements. These strict requirements have discouraged some producers from continuing to sell on the Philadelphia market with the result that their milk has been turned back on the secondary markets which do not have these strict requirements.

It has also been discovered that in many secondary markets many dealers are not living up to the control board regulations on basis of payment. They have chosen in many cases to pay their producers on a percentage of total production rather than on a percentage of basics. The result has been a tendency to increase production so as to get a bigger share in the market.

You all know that in August, 1933, we secured a Federal Milk Marketing Agreement for this milk shed. The agreement has not been fully withdrawn because there is no state control over milk produced in Delaware or in Maryland for the Philadelphia market and should state legislation affecting this mar-

ket fail to provide for our producers from those states then the Federal agreement may be used to protect them. You all know that the prices set forth in that agreement a year ago last August still prevail throughout this milk shed except in New Jersey.

The Pennsylvania Milk Control Board issued its first order covering the Philadelphia market, effective on April 2nd, and has issued several orders since. The work of this board has been a distinct help to producers over most of the state. It has raised prices materially in most sections, especially for Class I milk, and it has reduced the prevalence of many objectionable trade practices which reacted against producers. But it has not raised the price in the Philadelphia area because this market was already operating on a price which appears to be practical and fair to both producers and consumers under present conditions.

Price Out of Line

The first order issued by the Control Board and several which followed which set prices for Class II milk were out of line with competitive conditions. As a result there was heavy buying of cream from outside of the milk shed. Order No. 17, effective on October 1st, reduced the price of cream to farmers to a level which gave a distributor no advantage in buying outside the milk shed, thus insuring our producers of a market for their entire production. Prices to consumers were reduced about 5 cents a quart at the same time.

The effect of this order has had much to do with the present satisfactory condition of the market. It has made it possible for us to find new outlets for several dairies which had been looking for new markets for several months.

It appears at this time that the butter market will carry through the coming winter at a much higher level than we had last year. 92-score butter has averaged about 29.5 cents at New York during the first two weeks of November, almost 6 cents above a year ago, and is at a level which has not been reached since December, 1931.

Butter Market Up

This improved butter price will result in an increase of about 20 cents per hundred pounds for Class II and Class III milk. The increase compared to December, 1933, will amount to about 30 cents a hundred pounds of milk if the present price continues through December.

The terrific drought which they had through the Central States has had its effect upon dairy prices. Milk prices on many fluid markets in the Midwest were raised during the summer, but there have been several decreases during the last in Delaware or in Maryland for the Philadelphia market and should state legislation affecting this mar-

These reductions occurred in several markets operating under Federal licenses and were declared necessary because of the abundance of milk in the vicinity of these markets which had only cheese or butter outlets.

The trend of both milk production and milk prices beyond next spring is not much more than a guess at this time. We are not at all sure about the next six months. If the prices of feeds goes much higher there will be a decided tendency to hold down production. Should the price of feeds drop we can expect production to be en-

the higher of their present basic or their average production during the first eight months of 1934. It was agreed by Philadelphia distributors buying milk in Delaware and Maryland that they would establish basics for producers in those states on the same basis as in Pennsylvania, these basics to carry through the year 1935.

The same order provided that if the combined basics of any dealer should be raised under this new plan then each producer supplying that dealer would have his basic reduced on a percentage basis so that the total of all basics would be the same as previously. This had the effect of giving all producers in the entire milk shed, except New Jersey, a chance to establish a higher basic if their sales during the past year justified it.

Extend State Control

Every member of this Association in Pennsylvania and New Jersey and, in fact, every other milk producer in these two states must look the question squarely in the face as to whether the milk control board of these states should be continued beyond the time provided in the present laws. It is my opinion that control of some kind should be continued. The legality of the Control Board act in Pennsylvania has not been tested in the Courts and should that act be found unconstitutional I feel that another should be drafted that will establish some kind of a legalized arbitration board or other body to help keep order in the industry until such time as the emergency is definitely over.

Members Can Help

I feel that it is the duty of this organization and the members of the organization and other dairy cooperatives working in this state to help with the enforcement of these orders and of the Federal Agreement. If there are features of our milk control regulation which we feel are not fair, it is our duty to work toward the correction of such features. We have done this on several occasions with the result that the control board orders are now working much better than at first.

Mr. Allebach also outlined two possible plans which might be used to obtain equalized payments to all producers regardless of the purchases and sales of individual dealers. Because of lack of space in this issue that part of Mr. Allebach's report will be carried in the January REVIEW. His complete report will be included in the booklet containing the proceedings of the Annual Meeting.

Virginia and Oregon were declared on November 1 as modified accredited areas in the campaign to eradicate tuberculosis from dairy herds. This brings the total to 17 states.

Buy Christmas Seals



Help Fight Tuberculosis

couraged. The buying power of the consuming public will also be a mighty important factor. We cannot expect much of an increase in prices until the consuming public has the money to buy more of our products. It appears at the present time that these two factors—cost of production and consumer buying power—will remain at somewhere near their present level for the next six months. If this proves true it is unlikely that there will be any great change in the price of milk.

New Basics

Under the first state-wide order issued by the Pennsylvania Milk Control Board the producers were given new basics based upon their average monthly production during 1932 and 1933. This feature of that order worked a hardship on many producers selling in this market who had chosen to keep at home such of their milk as was not needed in Classes I and II. It gave a premium to those producers who had not been selling on the plan and who had been increasing their herds regardless of the needs of the market. Your association obtained an amendment to this order allowing the new basic to be the higher of the old basic or the two-year average, thereby keeping the basic of those who had voluntarily kept their surplus milk off the market. The surplus milk off the market. The Pennsylvania Control Board again authorized a change in basics for Pennsylvania producers. This time it allowed

The Dairy Market

THE LOCAL DAIRY situation is expected to hold steady for several months. Supply and demand seem to be in fair balance for this season of the year and unless either production costs or consumer purchasing power show a decided change from the present levels no major price change is probable.

The market has tightened up sufficiently to draw on the mid-west for more of its cream requirements than was true in September or October. As a result the Pennsylvania Milk Control Board is opening up the question of cream prices in the Philadelphia area and milk prices for candy in the entire state. This was discussed at a hearing on December 7, after this writing. It will be recalled that prices of Class II (fluid cream) and Class IIB (milk for ice cream) were reduced for this area on October 1, the reduction being passed back to consumers.

Production has been well maintained in the Philadelphia area with an increase in consumption also reported. One disturbing factor is the effect of cash relief on milk sales. Cash replaced milk orders starting with November 12 and a decrease in consumption has already been noted although it is evident the full effect has not been felt as yet.

Production per cow is holding up very well over the entire north-eastern part of the country. This factor for the country as a whole is slightly higher than a year ago. The number of milk cows is being reduced gradually, government economists estimating that this will be 4 to 5 percent less by the end of winter as compared to a year earlier.

The same source of information forecasts a reasonably well controlled production until the spring of 1936. This seems optimistic as there is an enormous "capacity to produce" in the dairy industry which is not being utilized, which merely awaits a favorable balance between feed and dairy prices.

Possibly other factors will help prevent those two price factors from exerting their full effect before that time.

Butter and cheese production were both higher in October than a year ago, butter by 0.3 percent and cheese by 14.6 percent—the latter caused by a curtailed production in 1933 when a milk strike closed many factories. The butter storage supply of 111 million pounds is slightly above average but well below a year ago. Cheese storage stocks were the largest on record for November 1. Slightly less evaporated milk was in storage on November 1 than a year ago and the milk equivalent of all dairy products in storage was 12.7 percent under November 1, 1933.

Movement of all manufactured dairy products into consumption channels was 4 percent greater in October than a year ago with butter 0.2 percent higher, cheese 25.7 percent higher and evaporated milk 10.6 percent higher. The improvement of the first 10 months of 1934 was also 4 percent over 1933, each product showing an increase of between 3.4 percent and 6.4 percent.

Butter prices showed marked improvement in November and are holding the gain into December. The New York price of 92 score butter averaged 29.38 cents in November. Cheese prices in November were also slightly better than a year ago while evaporated and condensed milk prices were slightly lower.

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November Prices at Principal Markets

From National Cooperative Milk Producers' Federation

MARKET	Prices f.o.b. City, 3.5% Test			Butterfat Diff- erential	Retail price "B" milk
	Class I	Class II	Class III		
sPhiladelphia.....	\$2.60	x\$1.23	x\$1.03A	4c	11c
sPittsburgh.....	2.48	x 1.78	x 1.03A	4	11
sCincinnati.....	2.31	1.65	? A	3	12
sNew York (201 mile zone).....	2.445	1.40	1.45A	4	13
sLouisville.....	2.10	2.10	1.05	3	12
sHartford.....	3.40	1.30	1.14A	4	14
sWashington, D. C.....	2.67	1.51	—	7	13
sBaltimore.....	2.36	1.72	? A	5	11
sDetroit.....	2.40	1.36	1.05	3	11
sBoston (191 mile zone).....	2.61	1.04	—	2.8	12
sChicago (70 mile zone).....	2.00	1.33	1.06	3	11
sSt. Louis.....	2.35	1.38	1.06	3	9
sSt. Paul-Minneapolis.....	1.70	pool	—	3	11
sAkron.....	2.45	1.50	.91A	3	11
sProvidence.....	3.33	1.08	—	3.4	12
sWheeling.....	2.10	1.35	.91	3	11
sLos Angeles.....	2.345	1.87	1.66A	6.7	12

s—Under State Control Board supervision; f—Under A. A. A. milk marketing license.
Applies at local delivery points; A—Additional price classifications which are not included in this tabulation.

Don't Let Your Milk Freeze EVERYBODY LOSES ON FROZEN MILK

A number of factors enter into the matter of the weighing, sampling and handling of frozen milk. Freezing has a detrimental effect on the volume of milk consumption.

1.—Producers Lose in Weight and Test

Aside from the frozen milk and cream particles that adhere to milk cans and lids, and become lost, there is an appreciable loss from the icy slush that remains in the weighing vats. This slush increases and decreases in the weigh vat in accordance with the temperature of the milk and makes accurate weighing impossible.

It is also a well recognized fact that it is impossible to get an accurate sample of frozen milk for a butterfat test. A survey made by the Field and Test Department of the Inter-State Milk Producers' Association on a number of dairies showed that an average test of 4 per cent on days when milk was not frozen, was reduced to 3.4 per cent for the same samples when the milk was allowed to freeze. It is evident therefore, that a true sample of milk cannot be obtained unless the frozen milk be completely thawed before samples for butterfat tests are taken.

2.—Buyers Lose in Handling Frozen Milk

A considerable loss of time results in the handling of frozen milk. Weighing is greatly slowed down because of the retention of frozen icy slush in the weigh tank. Frequent readjustment of the weigh scales are necessary—and at that it is difficult to obtain true weights.

Freezing also exerts a detrimental effect on the appearance of the milk, which may lead to losses such as decreased consumption.

3.—Consumers Lose in Quality of Milk

Milk that has once been frozen never recovers its original quality. Particles of the milk curd become changed in character after freezing. Some of these particles separate and frequently adhere to the milk bottles, conveying the impression to the consumer that the milk has been tampered with.

Where is Milk Most Likely to Become Frozen? Evident y at the Farm

The proof is evident. Some dairies never have frozen milk, no matter how cold the weather may be, while other dairies with their milk hauled just as far on the same trip of the season as truck almost always have frozen milk when the outdoor temperature gets well below the freezing point.

Keep your milk from freezing—
It will save you money.

F. M. TWining, Director
Field and Test Department

For Sale—Heifers....

Send for our Sale List of Purebred
heifers. Several granddaughters of
water Pharaoh. Price \$40 up.
Also several excellent bull calves.
\$35 up.

Pleasant Plains Farm Annapolis

WHAT PRICE IDEAS?

That is what every piece of
good printing is AN IDEA

If you would be interested in a
printer's idea about good printing
we are at your disposal at any time

Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

When answering advertisements
mention the MILK PRODUCERS
REVIEW.

NOVEMBER BUTTER PRICES			
Date	Phila.	New York	Chicago
1	30	29	28 1/2
2	30	29	28
3	30	29	28
4	30	29	28
5	30	29	28
6	30	29	28
7	30	29	28
8	30	29	28 1/2
9	30 1/2	29 1/2	28 1/2
10	31	30	29
11	30 1/2	29 1/2	29
12	30 1/2	29 1/2	29
13	30 1/2	29 1/2	29
14	31	30	29 1/2
15	31	30	29 1/2
16	31	30	30
17	30 1/2	29 1/2	30
18	30 1/2	29 1/2	29 1/2
19	29 1/2	28 1/2	29 1/2
20	29 1/2	28 1/2	29 1/2
21	30	29	29 1/2
22	30 1/2	29 1/2	29 1/2
23	30 1/2	29 1/2	29 1/2
24	31	30	29 1/2
25	30 1/2	29 1/2	29
26	30 1/2	29 1/2	28 1/2
27	30 1/2	29 1/2	28 1/2
28	30 1/2	29 1/2	28 1/2
29	30 1/2	29 1/2	29
30	30 1/2	29 1/2	29
Average	30 3/8	29 3/8	29 1/2
Oct., 1934	27 1/2	26 1/2	25 1/2
Nov., 1933	24 1/2	23 1/2	22 1/2

ember, 1934

MILK PRODUCERS

Our Year's Work

Our job to strengthen our organization in every manner possible. We must include among our members a substantial majority of producers supplying our market. We must build a more effective understanding by the members of existing problems. We must strengthen our bargaining powers with our distributors and we must gain the confidence of the consumer.

Inter-Association's Value

The events of the past year have resulted in a better realization of the soundness and usefulness of our organization. We felt that the majority of our fellow members during the past year, were determining the management and policies of the association, were informed. Events which have transpired since last November have conclusively demonstrated this was the case.

Since last September I have been attending four to six local meetings each week throughout every part of the territory. The sentiment has been excellent. Questions have been raised as to policy, not criticize, but to get facts and information. This, I consider, is a healthy sign. The members are looking to this association for leadership. They consider it the most effective long-time agency for the help of the dairy industry in the Philadelphia Milk Shed.

We must go farther than just informing our members. We must convince other producers living in the territory that we can help them and that they can help us, that with all producers working together we can keep this market one of the very best in the country and insure them the best prices for their milk under economic and competitive conditions can permit. We must have our association ready to do this even before state or federal control may be completely withdrawn.

Co-Op Movement Gains

The cooperative movement is becoming more and more widespread in every branch of agriculture. This is true in all parts of the country. It indicates that our farm people are realizing the importance of working together in the buying and selling of their farm products and that the closer they work together the better their conditions will become, individually and collectively.

The farm woman has a bigger part in this great cooperative movement than most of our farmers realize or are willing to acknowledge. She is definitely interested in the farm income, and, whatever the product from the farm, she wants to see it bring the best income possible. Much of the actual spending of the farm income, especially for food and clothing is done by her or at her direction and she wants to supply her family with the best that conditions will permit. Farm women are just coming into their own in the cooperative movement.

They see in it the possibility of making their present farm enterprises more permanent and the assurance of a steady income over a period of years, thus adding to the stability of the farm family and the possibility of developing education and other plans for the family covering a period of years.

The cooperatives of our country must recognize the importance of teaching our farm boys and girls the essentials of farm cooperation and educating them on cooperative activities. It will be only a few years before many of the boys and girls now in high school will be farming for themselves. The understanding of cooperation obtained by them now will largely determine their attitude when they are called upon to join cooperatives in the future.

Opportunity for Locals

There is a great opportunity for our local units in developing a cooperative spirit in their own communities. We feel that occasional meetings of the locals can be utilized in imparting to the members a better understanding of the organization's work and policies. The locals should be attended by not only the men, but by their wives and their growing boys and girls.

I wish at this time to thank the Board of Directors for their cooperation in meeting and disposing of the various problems that have come up before our association during the short time I have been its president.

I am convinced that the directors are working for the best interests of all producers in the Milk Shed. On many occasions they have decided on policies which might react against them individually but which they felt were for the best interests of all producers.

Our fieldmen have likewise been doing very faithful work among the farmers and the quality of their services has been made possible largely through the support and cooperation of our membership.

I must also take a moment at this time to compliment the members of our Office Force on their efficient work and their loyalty through many trying situations. They have spent many hours of overtime work when problems have come before us that demanded prompt disposal and this spirit of cooperation has been appreciated by all the officers.

"Some folks uses big words de same as a turkey spreads his tail feathers," says Uncle Eben. "Dey makes an elegant impression, but they don't represent no real meat."

Christian Science Monitor.

Grain and grain by-products are sometimes cheaper than hay, all costs considered.

Mixing fifty pounds of superphosphate with each ton of manure almost doubles its fertilizing value.

A New Educational Service Available to Vocational Schools And Other Groups

The Dairy Council is now making available visual instruction on various aspects of the production of quality milk, and other subjects of importance to the Dairy Farm Family.

1. What is Milk
2. Milk Through the Microscope
3. Demonstration of Bacteria Counting
4. Demonstration of Sediment Testing
5. Methods of Producing Quality Milk

A bacteriologist may be scheduled to present any of the above subjects to the agricultural classes in your vocational school. Also for your Inter-State Local Meeting, Grange, Farmers Club or other group.

Specify topic desired in writing to

The Philadelphia Dairy Council
219 North Broad Street, Philadelphia

Retailer Liable for Tax on Farm Slaughtered Hogs

Farmers who slaughter hogs for sale to retailers or other commercial handlers will no longer be held responsible for payment of the processing tax, according to information received from officials of the AAA.

A producer who slaughters his own hogs and sells or exchanges directly to consumers not more than 300 pounds of the products during any marketing year is not required to pay the tax. If the producer sells more than 300 pounds but not more than 1,000 pounds of pork products from his own hogs direct to consumers he is liable for the tax only on the volume sold in excess of the 300-pound exemption. If he sells more than 1,000 pounds during any marketing year he loses his 300-pound exemption and is liable for the tax on all products derived from his hogs which he sold. The amount of the tax is determined upon a live-weight basis.

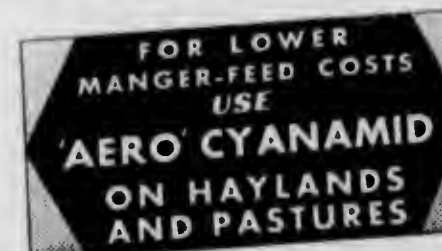
The new schoolmarm, in trying to explain the word "slowly," walked across the floor by way of illustration.

"How did I walk?" she asked the class.
"Bow - legged," shouted little Mabel.

Information —for you

- on
 - ▼ Milk Markets
 - ▼ Farm Inspection
 - ▼ Quality Improvement
 - ▼ Production Problems and
 - ▼ New Equipment are to be found regularly in the
- Milk Producers' Review**

- ▼ Read the ads
- They contain news, too



Dairy Council Plans

As Reported at the Inter-State Annual Meeting

THE PHILADELPHIA Inter-State Dairy Council is now concentrating its activities on educational work, the function for which it was originally organized. This was brought out in the report by C. I. Cohee, executive secretary of that organization given at the Inter-State annual meeting in November.

Mr. Cohee outlined how this has always been the major purpose of the Dairy Council but that for more than a decade, at the joint request of producers and distributors, it took on the additional work of farm inspections. This work was started to insure uniform inspections and as an aid towards eliminating a duplication of inspections by various dealers and health authorities of different municipalities and at the same time assure that the milk supply would be of high quality. This work was started in 1924 according to plans outlined by a committee of farmers and dealers. In 1929 legislation was enacted setting standards after which inspections were made according to those standards.

Recent developments were explained regarding a law passed in Harrisburg in 1929, requiring that dairies be inspected by inspectors only as licensed by the state. Last winter this law was amended at the special session of legislature to read that inspection must be made at the sole expense of the applicant for the permit. Although the purpose of the amendment was to prevent unscrupulous individuals from making charges at the farm for an inspection, however, since the recent change in personnel of the milk department at Harrisburg, the interpretation upon this amendment has been that the Dairy Council could not make inspections. This interpretation has resulted from a feeling of some farmers that an agency other than the Dairy Council should do this work. This has now taken place, with the result that inspections are at present solely in the hands of the dealers.

Neutral Inspection Needed

In commenting on this situation, Mr. Cohee pointed out the advantages to the whole industry of having dairy farm inspection under supervision of some impartial neutral body, but emphatically restated a desire that this burden be no longer placed on the Dairy Council. He expressed his belief that the best results were to be obtained through putting inspection work in the hands of the State itself—provided an agency would or could be set up which would be entirely free of politics.

Much of Mr. Cohee's talk described briefly the educational work of the Dairy Council. Highlights of this work show that nearly 1000 public schools with 490,000

children were reached and about half that number of industrial and commercial employees were contacted.

These schools depend upon the Dairy Council for one or two, sometimes more, meetings each year. Each talk before the school children averages at least 20 minutes and in addition valuable study outlines which describe dairy farming, milk and health were supplied to the teachers for use in classrooms. The Council distributed 230,000 pieces of literature to 968 public schools last year and in addition supplied 51,000 pieces of literature to public school nurses who made contacts with 280,490 pupils.

It was brought out that, as contrasted to newspaper advertising, every effort made in this direction is brought definitely to the attention of every individual contacted; that there is no side stepping or evading the message conveyed.

Educational Contacts

Added to the work in public schools 238,000 individuals were reached through public health centers. Eight hospitals, 34 church groups, 28 settlement houses, 50 women's clubs, 6 playground groups, 93 parent-teacher associations, 24 clinics and 45 miscellaneous adult groups were reached.

Producing Grade A Milk With a Milking Machine

Henry D. Kinsey, Inter-State Fieldman

GOOD MILK with a low bacteria count can be produced even though a milking machine is used. The proof is that many producers are doing it.

If any Inter-State members have had difficulty in keeping down the bacteria count while using a milking machine I fear that the machine was not kept clean. Perhaps the user really thinks the machine is clean, but—is it?

The best way to keep a milker clean is never to let it get dirty. Ordinarily the milker does not get dirty while in use. It gets dirty between milkings and this dirt consists of the natural ingredients of milk in a decomposed condition. So if all traces of the pure clean milk in the teat cups, tubes and pail are immediately removed after each milking, there is no opportunity for it to turn into "dirt." By "immediately after milking" is meant right after the last cow is milked and before there is any chance of the milk drying on the surfaces of the milker parts.

through other Dairy Council activities. This represented well over half a million persons. More than 26,000 posters and other pieces of literature were distributed to soda fountains during the year. Literature and posters were distributed to the workers at several of Philadelphia's largest industrial establishments, these plants employing about 165,000 workers.

Stimulate Use of Milk

All this literature is designed to stimulate the use of milk, to create a larger market for milk producers in the Philadelphia milk shed.

Altogether, about 350 different pieces of literature are available for milk education work. Moving picture films supplied by the Dairy Council were shown at theatres last year at which 417,000 persons paid admission.

Displays of posters were shown at the meeting as typical of the variety of literature used. Each age group in school and each different type outside of school requires a different type of literature.

The Dairy Council considers educational work its real function and in closing Mr. Cohee stated that the Council will from now on concentrate its efforts upon educating consumers to buy more milk.

Those who are interested in how the educational program of the Dairy Council is being carried out may secure an illustrated copy of the past year's annual report by addressing their request to the Dairy Council, 219 North Broad St., Philadelphia.

ing solution, thus eliminating chance of contamination and having a preservative effect rubber.

4. When removing from and taking to barn for use should be taken that the not come in contact with or litter, two seconds of care in this instance might easily all that has been accomplished hours of care.

5. The milker should be completely taken apart every few days and the lines thoroughly inspected for any foreign material that has accumulated entirely removed.

Watch Udder Health

Another very important connection with the use of milking machine is to be sure the milk from each cow is not contaminated before putting the teat cup on.

This can be done easily by milking out a little of the first milk each quarter, preferably through a very fine sieve or dark cloth. simple practice, if followed each milking, not only eliminates any bad milk getting into the but, possibly of more importance, prevents the spread of any trouble from one cow to another such as can take place easily if a teat cup is used on a diseased quarter and then placed on a healthy well cow.

As with all kinds of disease prevention is far easier and expensive than the cure after infection. Give the milking machine immediate attention after each milking, keep a close watch on the cow and do not put a teat cup on a diseased quarter. These precautions if carefully followed by milking machine user will keep bacteria count down and will result in less returned milk. These rewards of constant and careful attention to the milking machine.

Shall We Substitute Government Control for Our Dairy Cooperatives?

(Continued from page 1)

And last, but not least, we have a crusading spirit.

Most of these things we already have in our organizations. Mr. Reserve. He also stated he was in these things need but to be an advocate of a more adequate and fuller fed, improved and extended provision for the elimination of study of your organization. A long disease and other diseases positive, will discover for you among dairy herds.

Securing practical working relationships between State and Federal Milk Control authorities was understood the problems of the industry, they will force leadership to take more constructive positions on the future of the dairy industry. Every territory has a degree of unity between the divisions of government and the cooperative associations of producers.

President Sexauer of the Dairywomen's League, an organization of 100,000 producers in New York and adjacent states, commenting on the speaker's statement and an offer of cooperation from Commissioner Edwin of the N. Y. Milk Control Board, commended dairymen with carrying out of the plans offered. Secretary Holman in his report to the convention pointed out that the Federation is composed of 53 associations marketing dairy products for 360,000 farm families.

A fat man has one advantage over his brethren—he knows where his cigar ashes will fall.

The National Federation Meeting

Membership Relations, Stronger Organizations Get Attention

DELEGATES representing 41 states were in attendance to hear addresses on current happenings in dairy and cooperative fields and to map a program of continued activity in the interests of dairy farmers of the nation when president N. P. Hull of Lansing, Mich., opened the eighteenth annual convention of the National Cooperative Milk Producers' Federation at Syracuse, N. Y.

Your association was officially represented by H. D. Allebach, Sales Manager; B. H. Welty, President; and F. P. Willits, Director. Others from the association who attended were several members of the Field and Test Department, the Editor of the REVIEW, Mr. and Mrs. Joseph Briggs of Maryland, Mrs. Briggs being chairperson of the women's committee for the annual meeting, Dr. Hannah McK. Lyons of the Dairy Council, and Mrs. E. C. Dunning.

Meeting in the East for the first time the convention attracted a record attendance of dairymen from the New York Milk Shed. Over 3,000 were present to greet delegates from three-fourths of the States in the Union and Fred Sexauer, president of the Dairywomen's League Cooperative Association, the host organization.

High points in the 3 day session included addresses by Marvin Jones, Texas, chairman of the Agricultural Committee in the House of Representatives and Arthur H. Lauterbach, chief of the Dairy section in the Agricultural Adjustment Administration.

Mr. Jones, Lauterbach Speak

Mr. Jones discussed the Farm Credit Administration, stating that he was anxious to have the administration given all the powers that were now extended to the Federal Reserve. He also stated he was in these things need but to be an advocate of a more adequate and fuller fed, improved and extended provision for the elimination of study of your organization. A long disease and other diseases positive, will discover for you among dairy herds.

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The present value of their marketable dairy products is \$250,000,000 per year. Twenty-one of the member organizations are primarily interested in marketing of fluid milk and 10 of them operate wholly as manufacturing cooperatives.

Holman's Report

In discussing accomplishments, Secretary Holman listed the following as "most important."

"In the tariff fight," he recalled, "the Federation assisted and worked with other farm groups for the benefit of the dairy farmer against powerful industrial lobbies. It helped to secure passage of the Capper-Volstead cooperative act which is now regarded as the 'cooperatives' bill-of-rights." It joined with other farm groups in securing the passage of the packers and stockyards act.

"The Federation secured the passage of a bill opposing the sale of 'filled' milk—a combination of coconut oil and skim milk made to resemble evaporated milk. It assisted in drafting the cooperative marketing act of 1926 at the invitation of the secretary of agriculture. This act established the cooperative marketing division in the bureau of agricultural economics."

"We secured the passage of a bill to halt importation of milk and cream from Canada, protecting the dairy farmers in this country. The federation aided in passage of the emergency tariff act of 1921, which established import duties on a list of imported oils and fats and on dairy commodities. It secured larger appropriations for the control of bovine tuberculosis."

"It assisted in outlining a set of principles of the Agricultural Adjustment Act, joined with other organizations in defeating moves to eliminate federal support for vocational education, was active in having the proposed investigation of the dairy industry transferred from a senate committee to the Federal Trade Commission, where it belonged."

A Visitor's Comment

Commissioner John E. Houck, of Toronto, Canada, representing the Milk Control Board of the Province of Ontario, summed up the convention activities when he said: "It was worth ten times the cost and the time to meet these dairy leaders, to hear the discussion of pertinent subjects and to know the plan of activities the Federation has for the future. In bringing greetings from the Dominion, I say hats off to the Cooperative Federation."

Of more than usual interest and significance was the attention given to women in farm cooperatives and the plans which are under way to include them in cooperative activities.

It was generally accepted that the farm family must be considered as a unit in this work even though actual membership, for business reasons, must be retained in one name.

This whole movement may well be summarized in the words of Miss Vera McCrea of the Home Department of the Dairywomen's League when she said that women should be urged "to think actively and intelligently about the League and to work for the highest type of leadership and the highest quality products." This same creed should apply with equal force in the Inter-State or any other soundly organized cooperative.

Hull Strikes Keynote

The opening address by N. P. Hull, Federation President, was of more than usual interest. He touched upon one of the major difficulties facing agriculture today when he said, "There probably never was a time when there was such great lip service to agriculture

"Controlled Expansion" Marks A A A 1935 Plans

THE A A A ANNOUNCES that there will be certain fundamental changes in its crop adjustment program for 1935. A limited expansion of production will be included for most commodities to equalize the effects of the drought which occurred last summer.

The report states that "More than 3,000,000 of the nation's farmers, in planning for 1935, will utilize provisions of the Agricultural Adjustment Act for controlled expansion of production. Using the cooperative procedure made possible by the Act, it is indicated that agriculture will seek to adjust 1935 production to expected demand, replenish livestock, feed and forage supplies severely depleted as a result of the almost nation-wide drought, and maintain balanced production of crops of which surpluses have been reduced."

"Despite the worst drought in history of the country, 1934 brought a billion-dollar increase in the cash income of agriculture over 1933. The farm cash income of 1933 was \$723,000,000 more than 1932. With adjustment administration benefit payments included, the purchasing power per unit of farm commodity was about 80 per cent of pre-war in 1934 as compared with 60 per cent in 1932. Improvement of the farmers' situation was indicated by the fact that their net income, after paying production expenses, had a purchasing power of 80 per cent of prewar compared with 52 per cent in 1932. Estimates indicate that cash farm income for 1934 is 19 per cent higher than last year, and 39 per cent higher than in 1932."

"The 1934 situation of farmers as reflected in general income data for the country as a whole gives a

as at present. Bankers, merchants, manufacturers and others with whom I have conferred in recent months are anxious that something should be done for agriculture, but everyone of them wants someone else to do it. In other words, they want the farmer to be helped but under no circumstances do they want to make a contribution toward helping him. Hence, if our industry is to be protected and our conditions improved we must depend upon our own initiative, our own work and loyal support to bring about the accomplishments."

Turning his attention to the dairy industry, Mr. Hull said, "it will be impossible to materially improve the situation of dairy farmers without improving the economic condition of the great body of general farmers."

At the election of officers to the Federation Mr. Allebach and Mr. Willits were returned to the Board of Directors. Mr. Allebach was also made a member of the Executive Committee of the Federation.

brighter picture than actually exists in some areas where drought forced heavy liquidations of livestock. The receipts of farmers from sales are included in the 1934 income figures, whereas in some of the drought states these sales represent considerable selling off of inventories of livestock which are needed for breeding purposes. For some farmers this will mean losses of income until foundation herds can be restored. This situation is compensated for to some extent, however, by the fact that many farmers have sold their cull livestock, and that their herds consequently are of a higher average quality for foundation stock than ever before.

"More than 3,000,000 farmers participated in agricultural adjustment programs during the last year as members of about 4,000 farmer-organized county production control associations. Utilizing the centralizing powers of the Federal Government, these farmers as a group have been able to direct their own adjustments in production, meet the emergency resulting from the drought, and guide the policies under which the Agricultural Adjustment Act is administered."

"Your Honor," said the attorney, "your bull pup has chewed up the Bible."

"Make the witness kiss the dog," grumbled the Judge. "We can't adjourn to get a new Bible."

When you answer advertisements or buy products advertised in these columns mention the Milk Producers' REVIEW.

INTER-STATE MILK PRODUCERS REVIEW

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Elizabeth Mc C. Graham, Editor
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at the post office at West Chester, Pennsylvania,
under the Act of March 3, 1879."



Unfair Selling Methods

The market is demanding good milk and one essential for good milk is that it be delivered at a reasonably low temperature.

But when any inspector or any salesman insists that a milk producer must have a mechanical milk cooler that person is going too far. There is no regulation known in this market which specifies how the milk shall be cooled—just that it shall be cooled to a certain temperature upon delivery.

Reports have been coming to this office that in certain sections extreme efforts are being made to induce producers to install mechanical milk coolers of some kind. Little short of threats are used to force the installation of such equipment. It appears that someone is wanting the milk producer to buy so that this someone can add to his income.

Such measures are not to be tolerated. Any inspector or any salesman who insists on such equipment is going beyond reason. Regardless of how good such equipment may be these persons apparently forget that there are several other methods of cooling milk properly—such as, flowing cold water, or ice used in a good cabinet. The idea is to cool the milk. Arbitrary demands won't cool it—neither will makeshift methods. Let the thermometer decide whether the job has been done properly. And if done satisfactorily what matters it what kind of equipment was used.

When Is Late?

Inter-Statefieldmen have brought in a report that some REVIEW readers object to the REVIEW being "late." We want to apologize for several issues which were held up for one reason or another during the past sixteen months. These delays, unavoidable as they were, caused confusion and irregularity and precautions will be taken against their recurrence except where delay will, in our opinion, serve the best interests of members and of the association.

But of recent months the REVIEW has gone into the mail regularly between the 10th and 15th of the month named on its cover. It so happens, however, that many other magazines are out ahead of time, that on the 15th of one month the issue for the following month is obtainable. Does such a magazine bring you news or information that is any fresher or more valuable to you because it is dated as it is? We believe not.

In fact, in our own experience farm magazines can be named which "close" at least thirty days ahead of the dates they carry. Those magazines start in the mails about fifteen days ahead of their publication date and the last ones are delivered on or about that date.

Regardless of the date carried we feel that the REVIEW is "earlier" than such a magazine because most REVIEW readers have their copies within ten days after the last article is written. Perhaps the answer to "When is late?" is about as easy to find as the answer to "How high is up?"

Plans are under way to move up gradually the mailing date of the REVIEW during the next three months so that most readers will then receive their copies by the 6th of the month, everyone by the 8th or 9th. We feel that this is the earliest the REVIEW can be put in the mails without delaying until the next issue certain information not available until the first day of the month.

The Secretary of Agriculture

We wish to congratulate Governor-elect George H. Earle, on his selection of J. Hansell French to serve in his cabinet as Pennsylvania's Secretary of Agriculture. Mr. French is a man who knows agriculture and its problems. In addition, we are reliably informed that he possesses the administrative ability to handle his department efficiently and effectively.

Termed a gentleman farmer by the public press, we understand that Mr. French qualifies even more accurately as a practical farmer. He makes his home on his farm near Trappe in Montgomery County and does almost any work that comes along. He has certain business interests in addition to his dairy farm but his farm is given the greater part of his time and attention.

You May Have a Copy

We ordered a few extra copies of the Annual Report of the Inter-State Milk Producers' Association and any member who has not received one may get a copy by asking for it—as long as the supply lasts.

The 56 pages in this booklet contain the reports of all officers of the Inter-State and the addresses by outside speakers as delivered at the Annual Meeting on November 20-21.

Do you want a copy? A penny postcard sent to us will bring it to you. Write at once because the supply is limited.

Local Follow-up Meetings

Has your Local held its "follow-up" meeting to get a complete, first-hand report on the Inter-State annual meeting? If not, there is still time to do so.

We believe every Local should hold such a meeting and get a report from the delegate who came to Philadelphia. Such a meeting furnishes an excellent chance to talk over dairy marketing problems and other dairy subjects which affect your own community.

If it can be arranged, provide a little entertainment at the meeting, have 4-H Club members or vocational agriculture students put on a demonstration. Also plan, if possible, some light refreshments, each family bringing something and making it a sort of "Dutch treat." Such meetings should include the whole family and if planned with that in mind will be most informative, helpful and instructive.

DECEMBER BUTTER PRICES

Date	92-94 Score	94-96 Score	Solid Pack	Chicago
1	30 1/2	29 1/2	29	29
2	30 1/2	29 1/2	29	29
3	30 1/2	29 1/2	29 1/4	29 1/4
4	31 1/2	30 1/2	29 1/4	29 1/4
5	31 1/2	30 1/2	29 1/4	29 1/4
6	31 1/2	30 1/2	29 1/4	29 1/4
7	31 1/2	30 1/2	29 1/4	29 1/4
8	31 1/2	30 1/2	29 1/4	29 1/4
9	31 1/2	30 1/2	29 1/4	29 1/4
10	31 1/2	30 1/2	29 1/4	29 1/4
11	31 1/2	30 1/2	29 1/4	29 1/4
12	31 1/2	30 1/2	29 1/4	29 1/4
13	31 1/2	30 1/2	29 1/4	29 1/4
14	31 1/2	30 1/2	29 1/4	29 1/4
15	31 1/2	30 1/2	29 1/4	29 1/4
16	31 1/2	30 1/2	29 1/4	29 1/4
17	31 1/2	30 1/2	29 1/4	29 1/4
18	31 1/2	30 1/2	29 1/4	29 1/4
19	31 1/2	30 1/2	29 1/4	29 1/4
20	32 1/2	31 1/2	29 1/2	29 1/2
21	32 1/2	31 1/2	29 1/2	29 1/2
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25	32 1/2	31 1/2	29 1/2	29 1/2
26	32 1/2	31 1/2	29 1/2	29 1/2
27	32 1/2	31 1/2	29 1/2	29 1/2
28	32 1/2	31 1/2	29 1/2	29 1/2
29	32 1/2	31 1/2	29 1/2	29 1/2
30	32 1/2	31 1/2	29 1/2	29 1/2
31	32 1/2	31 1/2	29 1/2	29 1/2
Average	31.85	30.95	29.5	29.5
Nov., 1934	30.38	29.38	29	29
Dec., 1933	20.85	20.14	18.62	18.62

Mastitis Control

We have just heard a report that indemnity is available for cows afflicted with Mastitis if examined by veterinarians engaged in tuberculosis or Bang's disease testing. The reported amounts available are up to \$20.00 for a grade cow and up to \$50.00 for a purebred cow. We haven't time to verify this before going to press and so must publish it only as a report.

If such indemnity is available Inter-State members should know about it. We shall find out what we can about it at once and if you are interested write to the MILK PRODUCERS' REVIEW, 219 N. Broad Street, Philadelphia. Complete information should be in our hands by the time this issue reaches you.

Jersey Farmers Income Up, Purchasing Power Down

A greater income but lower purchasing power in 1934 as compared to 1933 was experienced by New Jersey farmers according to a report by Secretary of Agriculture Wm. B. Duryee. This increase of 7 percent in income to a total of \$71,500,000 was accomplished principally by higher prices. Mr. Duryee reports that farmers purchasing power is 12 percent lower.

Grains, hay, tree fruits, milk, eggs and poultry shared in the higher prices and individually mean higher receipts for the farmer. Truck vegetables, although lower in price, accounted for higher receipts because of increased production. The yield of berries and the price of potatoes were so low that receipts from these crops were less than in 1933.

Although the gross income of the farmers in itself would indicate an improved status for the agriculture of the state, it was in reality only the dairy farmers and the growers of grains and hay who participated in the improvement. Increased prices of supplies more than counterbalanced the increase in receipts of most other farmers.

With the continued operation of the State Milk Control Board, the income received by farmers from the sale of milk totaled \$18,450,000 in 1934, as compared with \$17,000,000 in 1933, and a low of \$12,000,000 in 1932 when ruinous prices preceded the establishment of the board. The income from milk was 9 per cent larger in 1934 than in 1933, and 12 per cent below the 1929-1933 average.

One quart of milk is equal in food value to foods that cost from two to three times as much.

Doctor: "Did you try counting sheep when you couldn't go to sleep?"

Farmer: "Yes, I counted 10,000 sheep, put 'em on the cars and shipped 'em, but by the time I got through figuring how little I got for them it was daylight and I had to get up and do the milking."

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

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January, 1935

MILK PRODUCERS REVIEW

National Dairy Show

The dairy industry is going to have another National Dairy Show.

Unanimous approval of plans for re-establishing this exposition, beginning in 1935, was given at the annual meeting of the National Dairy Association in Chicago, December 5. In the largest and most enthusiastic gathering of dairy members in several years it was agreed that the Show, the "court of last resort" for dairy cattle breeders and the national arena for Four-H Clubs, Future Farmers of America and collegiate judging contests should be put into service again.

At the latest show, that in St. Louis in 1931, the cattle exhibit included 976 head shown by 105 owners from 25 states and Ontario; 469 Four-H Club members from 16 states exhibited 244 calves and furnished cattle judging teams from 24 states and demonstration teams from 20 states; 600 Future Farmers from 32 states entered 32 state teams in cattle judging, 25 in milk judging and 23 in the judging of poultry; and 22 states and Ontario were represented by teams in the collegiate cattle judging.

The location for the 1935 Show has not been finally agreed upon. Three cities are being considered: Memphis, in connection with the Mid-South Fair where very successful Shows were held in 1927 and 1928; St. Louis, in the Arena constructed for the particular needs of the Show, and Chicago, in the new International Amphitheatre.

H. C. Horneman, Illinois, is the newly elected chairman of the Executive Committee. Serving with him are C. B. Schmidt, F. K. Babson and W. L. Cherry, Chicago; L. V. Wilson and W. S. Moscrip, Minnesota; C. T. Conklin, Vermont; J. P. Allyn, Charles L. Hill, and Howard Greene, Jr., Wisconsin; and F. W. A. Vesper, St. Louis. Mr. Hill, veteran president, continues that service, F. K. Babson is treasurer and Lloyd Burlingham, secretary.

Wm. T. Nicholson

We regret to report the passing of Wm. T. Nicholson of Chestertown, Maryland, on December 1, 1934, at the age of 81. Mr. Nicholson owned Inter-State stock certificate No. 309, believed to have been the first certificate issued to a resident of Kent County. He leaves a widow, a son and two daughters.

Send Dairy Feed to Little America

The first order for dairy feed ever to be sent from the Antarctic continent—and the greatest distance ever to be traversed by such an order—are two records established recently when Edgar F. Cox, dairyman extraordinary of the Byrd Antarctic Expedition radioed a request to the American

STARTING WITH THE FEBRUARY ISSUE

INTER-STATE

Milk Producers' Review

WILL CARRY

A New Page Size — — and More Pages

WE are sure you will like the new Review. The pages will be slightly smaller but more of them. Each page will carry three columns, and will be approximately seven inches wide by ten and three-quarters inches deep, including heading, the same dimensions as this announcement. Total page size, including margins, will be approximately 9 by 12 inches.

Better appearance, neater page plans, easier reading and handling, are expected to

result from the change. We believe both readers and advertisers will favor the smaller, more attractive pages—and the extra pages.

In addition, certain economies in printing and more advantageous paper purchasing enable us to give you sixteen pages of the new size at a distinct saving in printing cost. We believe you will agree that the greater attractiveness of the new Review will far outweigh a slight reduction in total printed page area.

ONE other new feature—OUR FARMERS' EXCHANGE will make its initial appearance in the February issue and should carry special appeal at this time. It is a classified advertising section offering the use of the REVIEW at special low rates for announcing *For Sale, Wanted, Exchange, Rent, Hire, etc.*, of farm and home supplies and services. It will be suitable for advertising dairy cows, other livestock, hay, feed, seeds, machinery, nursery stock, poultry, hatchlings, baby chicks, pets, honey, positions wanted or help wanted, or any of the other numerous products or supplies which REVIEW readers may want to sell or buy.

OUR FARMERS' EXCHANGE

is an excellent method of bringing to the attention of REVIEW readers supplies you wish to sell, buy or exchange, and for help or situations wanted.

The rate is 5 cents a word. Each initial and abbreviation counts as a word. Minimum charge is \$1.00 per insertion.

Members of Inter-State Milk Producers' Association are allowed a 20 percent reduction from this rate. Payment must accompany order.

Your ad must be in our office on February 2 in order to get into the February issue.

MILK PRODUCERS' REVIEW, Philadelphia

Please carry in your next available issue my advertisement of _____ words for which I enclose \$_____ I want this advertisement to appear in _____ issues.

Name _____ Address _____

Use this
COUPON →
to tell other
REVIEW Readers
what you have
for sale
or
exchange.

Guernsey Cattle Club for a ton of Larro and a ton of dried beet pulp. The order travelled 10,000 miles through the air.

The club immediately forwarded the message to the manufacturer who at once started the material on its way for Dunedin, New Zealand. It will arrive there about February 1st and later will be put aboard the Byrd flagship, "Jacob Ruppert", to keep the "Little

American" Guernsey herd going until it gets back to the United States some time next spring.

Enough of the original supply of feed which the expedition took to Antarctica still remains to keep the cows properly fed and contented for a considerable time. But Herdsman Cox and Leroy Clark, chief commissary officer, did not feel that they had enough on which to get all the way home.

"Mose, you lazy rascal, do you think it right to leave your wife at the washtub while you spend your time fishing?"

"Oh, yassuh, mah wife doan need no watchin'. She'll wuk jest as hard as if'n I wuz dere."

An old-timer is one who can remember when about all the abbreviations he had to know were BVD and RFD.

Home and Community

Elizabeth McG. Graham, Editor

How a Neighborhood Study Group Got Under Way

At the Annual Meeting you will remember that Professor Dennis made a special plea that members of all cooperative organizations obtain for themselves a better understanding of the problems confronting us. He suggested that one valuable way in which this might be accomplished is through small neighborhood study groups. In view of this suggestion it is therefore of special interest to know that the first study group of this sort is already under way.

An Inter-State family in Pennsylvania sent a note to a few neighbors asking if they would be interested in meeting occasionally this winter to study together and discuss some rural problems. The response all being in the affirmative, the little group held their first meeting a few weeks ago. Each person was invited to express their choice as to subjects to be selected for study. It happened to be unanimously voted by this particular group of neighbors to first devote several meetings to topics No. 2 and No. 3. (See below.)

The study group will meet in different homes about twice a month, and at each meeting a special phase of the selected subject is assigned to four or five people, in order that as many members as possible may take part in each meeting with everyone participating in the discussions.

The choice of subjects for study was made according to vote, the following sheet having been prepared for each person.

NAME _____ ADDRESS _____

OBJECT:—to learn more about Agricultural Economics through home reading, group discussion and other ways.

Give your ideas!

Are you interested in such a plan?

Shall we meet once in _____ weeks

What evening is most convenient _____

First choice _____
Second choice _____

What subjects do you desire taken up? The following have been suggested: (Indicate first choice)—

- 1—A study of Danish Cooperatives.
- 2—A study of various types of cooperatives at home and abroad.
- 3—A study of Price Control—Federal—State—Cooperative.
- 4—A study of Surplus Control (All commodities).
- 5—A study of the cooperative marketing of fluid milk.
- 6—A study of Basic and Surplus, Pooling, contract plans and direct marketing of fluid milk.
- 7—A study of some of the leading commodity marketing cooperatives such as:

Pacific Egg Producers
Sun-Kist Oranges
Hood River Apples

Idaho Potatoes
Sun Maid Raisins
Egg Auctions

- 8—A study of membership relations of Fluid Milk Cooperatives to include:—

- a—Members' expectations regarding their organization.
- b—Some causes of members' dissatisfaction.
- c—How members can best be kept informed.
- d—Reasons why non-members have not joined.

- 9—A study of some of the principles involved in marketing, such as:—

a—Assembling c—Financing
b—Grading f—Transportation
c—Storing g—Advertising
d—Processing h—Merchandising

- 10—A study of the centralization of schools.
- 11—A study of cooperative buying of farm and household supplies.
- 12—A study of consumers' organizations.
- 13—A study of fundamentals of community betterment.
- 14—A study of monetary inflation.

Other suggestions?

Editor's Note—If you are interested in this study group idea, write this office for further details, and helpful material.



Farm Women Looking Forward

Madge J. Reese in "Rural America"

"When we look at Bryant Baker's statue 'Pioneer Woman' at Ponca City, Oklahoma, we are impressed with the vigor, courage, and hope of the pioneer woman as she sets forth to meet whatever lies ahead. Equipped with her bundle, her Bible and her son at her side, the promise of the future, she looks upon the world with resolution and pride. A few of these early pioneer women still live in the Far West. When asked about the hardships of the early day they say they did not think of the experiences as hardships but as difficulties to conquer, as trials to overcome. We learn from these splendid women if one stands difficulties bravely that there is as much satisfaction in looking back to difficulties as there is in looking back to joy.

The same "forward" spirit was pressed recently by a ranch woman, South Dakota who has lived the years in the open country. She says there are hardships everywhere and there are no worse on the farm than elsewhere. When farmers lose their crops or their cattle, they do not climb windmills to jump off because they are not alone their troubles. The farmer's wife can escape knowing of crop failures, chlamydia, or T.B. in the milk herd. The South Dakota ranch woman further said that the farmer has quietness about him and a measure of security. It is enough the day for many a farm family when times are hard and trying.

Consumers Cooperative Clubs

A new bulletin has just been issued by the United States Department of Labor giving information on the subject of "The Organization and Management of Consumers' Cooperative Associations and Clubs." With the growing interest of rural people in cooperative purchasing, the information in this bulletin is timely. It may be secured for ten cents by addressing the request for Bulletin 598 to the United States Department of Labor, Washington, D. C.

A Favorite Recipe

Crustless Apple Pie
6 medium sized or 4 large apples
1 cup sugar
1/2 tsp. mace
Wash, dry and slice apples thin. Place in well buttered or greased pie pan mounding in center. Cream butter, brown sugar and flour together until crumbly.
Sprinkle over apples. Bake in moderate oven (350 degrees) 45 to 50 minutes. Serve with cream.
KATHRYN ALLEN WHITE, Newtown, Pa.

Twelve Merry Months

HANNAH McK. LYONS, M.D.



Recently St. Nicholas published the recipe for making A New Year's Cake and how the twelve Merry Months prepared their gift to the New Year:—

The twelve Merry Months once decided to make for the New Year approaching a wonderful cake.

Contributing freely each one, more or less, and sharing the pride of the final success, September who through her acquaintance with schools

was up in the latest grammatical rules, wrote out in a lovely Spencerian hand a recipe anyone might understand.

November, as usual, busy and hurried, and with her election cake specially worried for fear it would burn while her mind was so hurried,

from what she had left on her generous hands when her Thanksgiving cooking, with all its demands,

was finished, the milk and spices supplied while April the eggs was o'erjoyed to provide.

All colored, of course, with indelible dyes—"My choicest," said April with tears in her eyes.

March furnished the sugar, and though, I admit, a maple, still that didn't matter a bit, she mixed the cake, too, being sturdy and stout.

And accustomed to stirring things briskly about, the flour was from May, her particular brand,

"You've heard of the Mayflower?" and white as her hand, Dear June sent the flavoring—extract of rose.

The sweetest and purest, as every one knows—

And August the butter, in cups of pure gold, which seemed all the sunshine of summer to hold.

February gave cherries, quite dried up and brown, from the tree that George Washington said he cut down,

and October declared, with a laugh and a frown

(Understand this is slang which I do not commend) That to vie with his gift she could never pretend.

Though she, too, had nothing but chest-nuts to send.

July did the baking and skillfully too, 'Twas done top and bottom and all the way through.

Her oven was steady and right to a T. January's crisp icing was lovely to see.

December, quite ready to part with her best, Declared what with stockings and trees and the rest

Everything that she owned she had given away. Save a bonbon or two and a bright holly spray.

So these for adornment, arranged with much taste, On the top of the beautiful structure were placed.

"Feb." dashed off a rhyme—he quick with his pen. From writing of valentines now and again.

And, boxed up with care, this delicate cake, Whose like I defy any baker to bake.

Was sent New Year's morn by the Time and Tide line

From twelve Merry Months to their dear Nineteen-nine.

But did you note that into the making each month put its finest characteristics? The thing it could and did do. Your New Year's book is still open and you are dreaming of its contents when 1935 is leaving you.

Can you get your cue from the story of the Merry Months, and will you be sure that each month you write something of beauty. We have become so commercial you may have to educate yourself a little here.

What is beauty? One who recognized it in many places we might not, gives us a definition, "Doing in an unusual way a thing that needs doing." That is all. Last week, I saw a rice pudding—it was a thing of art in its pyrex container, standing by a window to cool—the loveliest golden brown possible.

I had you talked of art to the woman who had created this beauty you would have heard, "Oh, go long wid ye, it's not a pacter, just a plain rice pudding for the folks' dinner. Yes, it did do well this time and looks purty."

We wake from our dreaming to action and at last write our first resolution: that each month shall have something of art—it may be just a rice pudding, or a dinner, or a milk soup, or a glorious song or paper at Club or Grange, or even just a tramp with the children; for art is nothing more or nothing less than the well doing of something that needs to be done!

Verse For a Child

"B" Is For Bear
I like Bears
And lions
All right
And Especially
In their Cages,
But I like bears
And lions
The most
when they're only
Just on
Pages

Everyone likes to "act out a part", so try one of these games at the next party.

Acting Events: Act out some much-discussed local or national event that has happened recently. This gives almost the whole group something to do. Such as Bobby stubbing his toe. The others guess who is meant. A song or the title of a book can be acted in the same way, and one or more groups can compete.

Acting Others: Choose a well-known actor, public official, radio favorite, or sports star, and have someone imitate him by singing a song, giving a speech, or doing something that the person selected would do. The others should guess what person is imitated.

Adverbs: To play the game of adverbs, one person leaves the room; the others choose some adverb they can act out, such as laughingly. When the player returns, he starts to ask questions. He may ask anything but "what is the word?" Each player answers laughingly to the questions and says each time, "it won't be long until he guesses the word." The game goes on until the first player who left the room guesses the correct word, and someone else is chosen. Choose adverbs like "cooly", "crossly", and "lovingly." This is very amusing.

—B. H. WELTY, President, at the 1934 Inter-State Annual Meeting.

What Other Farm Women Are Thinking About

A short time ago farm women from twenty-eight states gathered at a special meeting in Washington held in connection with the American Country Life Conference, to appraise or take stock of their needs and progress in their own communities over the country. Those things which they craved and for which they are working sound familiar to us in the Philadelphia Milk Shed.

Mrs. Tucker, from one of the southern states: "We want opportunity for more training in home-making. We want opportunity to learn about child feeding. We want to beautify farm surroundings, but above all we want to cooperate with our groups working to increase our farm income."

Mrs. Killey from Louisiana: "We believe in rural clinics, in hospitals for rural people, in immunization for contagious diseases at a reasonable rate. Our cattle are 100% free from tuberculosis but the State has many children on farms who suffer from malnutrition because they have not had sufficient milk and vegetables. We are now working for positive health, for keeping well."

Mrs. Pennington from Delaware: "Our county library service since 1927 has served 50,000 people. We have 42 book collections in such places as schools, stores, community halls and homes. Books are a means of supplying the information we constantly need these days. As one little boy appreciatively wrote, 'I like three kinds of berries, black-berries, huckleberries and li-berries.' Said Mrs. Pennington, "The library is the cheapest utility a county can have at a rate of just 17¢ per capita per year."

Mrs. Ward from Minnesota: "We must have more recreation for our Minnesota rural areas. And we're working towards our goal through Volunteer Recreation committees, and we're having community choruses, dramatics, and trying to arrange for other forms of recreation right in our own communities."

Mrs. Hammond from New Hampshire: "Our rural church at home has some big problems. Neither we nor our young people can dispense with the religious aspect of the community. We are hoping and believing that our New Hampshire rural churches are going to accept the challenge to occupy a bigger role in the life of our communities. At present the financial burden of often as many as four or even five churches in a small community is breaking our peoples' backs."

These women had asked a man to listen in and to sum up for them the points which were brought out. His name was Edmund S. DeBrunner, of Columbia University, known particularly as the friend of our rural schools. This is the substance of what he said in summarizing these opinions from states all over the country:—

"We will hold our homes basic. But homes exist in the communities. And our desire and our objectives for our communities rest upon economic security. Our economic problems begin at home, but they go as far and as wide as the world. We must pool our interest and pool our resources."

Putting it another way: your greatest interest may lie in the parents group, your neighbors in better government, mine in the church. But whatever it may be, we are feeling the need of pooling our interest and pooling our efforts. For the road to realizing fully all of these various rural needs is family and community economic security. A better income for the community. This means producing intelligently, marketing intelligently, and buying intelligently."

No wonder the cooperative method has been called "a new giant in the earth." This giant's strength when really harnessed to the rural and urban cart is "going places."

Bettering Conditions

"The cooperative movement is becoming more and more widespread in every branch of agriculture. This is true in all parts of the country. It indicates that our farm people are realizing the importance of working together in the buying and selling of their farm products and that the closer they work together the better their conditions will become, individually and collectively."

"The farm woman has a bigger part in this great cooperative movement than most of our farmers realize or are willing to acknowledge. She is definitely interested in the farm income, and, whatever the product from the farm, she wants to see it bring the best income possible. Much of the actual spending of the farm income, especially for food and clothing is done by her or at her direction and she wants to supply her family with the best that conditions will permit. Farm women are just coming into their own in the cooperative movement. They see in it the possibility of making their present farm enterprises more permanent and their assurance of a steady income over a period of years, thus adding to the stability of the farm family and the possibility of developing education and other plans for the family covering a period of years."

"The cooperatives of our country must recognize the importance of teaching our farm boys and girls the essentials of farm cooperation and educating them on cooperative activities. It will be only a few years before many of the boys and girls now in high school will be farming for themselves. The understanding of cooperation obtained by them now will largely determine their attitude when they are called upon to join cooperatives in the future."

—B. H. WELTY, President, at the 1934 Inter-State Annual Meeting.



IT'S TIME TO GET MAD!

ANOTHER CONGESTED UDDER... breeding failures... lost quarters... calving difficulties... it's really time to get mad! Many dairymen have. They've put a stop to these costly cow troubles. They've switched to the Purina Cow Plan to get rid of cow troubles and to get profitable milk!

You can, too! *The Purina Cow Plan provides the way of feeding a cow during the dry, freshening and milking periods to build up reserve for milk and resistance to disease. No danger of inside teardown. Purina Cow Chow and Bulky-Las give cows the right things at the right time.*

Remember, this, too! Cow Chow and Bulky-Las fit in with your home-grown feed to make it worth more. So the next time you're in town, see your Purina dealer about the ration that fits your situation to give relief from cow troubles and step up your profits.



PURINA MILLS, 854 Checkerboard Square, St. Louis, Mo.

Resolutions Approved at Meeting

PRINTED HEREWITH are additional resolutions which were presented to the members and delegates attending the eighteenth meeting of the Inter-State Milk Producers' Association on November 20-21. Eight resolutions were printed on page 12 of the December 1934, issue of the MILK PRODUCERS' REVIEW. The remaining resolutions will be carried in the February issue. We urge your careful reading of them as they serve to direct your board of directors in their work.

Aid in Mastitis Eradication

WHEREAS many farmers are handicapped and suffer heavily on account of the disease Mastitis (Garget) and
WHEREAS there is no State law to aid in the prevention and eradication of this scourge of the dairy industry, by collecting and publishing data, facts and methods of eradication and presenting the same to its members whenever called for, and at various times published in the Milk Producers' REVIEW on the eradication of this disease,
WHEREAS milk from cows infected with the disease Mastitis is a hazard to public health,

THEREFORE, BE IT RESOLVED THAT the Inter-State Milk Producers' Association aid and assist through its field and test department in the eradication of this scourge of the dairy industry, by collecting and publishing data, facts and methods of eradication and presenting the same to its members whenever called for, and at various times published in the Milk Producers' REVIEW on the eradication of this disease.
Presented by Eugene Etter, Secretary, Mercersburg Local.

Protect Domestic Dairy Industry

Producers of dairy products in the United States can and are producing economically a sufficient quantity of dairy products to meet our domestic needs. In addition we have the capacity to and are producing dairy products which could be utilized in the markets of the world.

In view of this condition we urge that in the development of trade agreements under the provisions of the Reciprocal Trade Information Act, the administration protect the domestic dairy industry by the maintenance of our present tariff structures, and in addition we urge that steps be taken by the administration in connection with trade agreements to develop export markets for such portions of our products as are not needed for domestic consumption.

Quality of Dairy Products

Realizing that the prosperity of each branch of the dairy industry is closely related to the prosperity of every other branch and that the improvement of the quality of manufactured dairy products will result in the consumption of those products thereby helping the entire dairy situation, we therefore, heartily commend the Federal Food and Drug Administration for its valuable service to the dairy industry through its program of butter inspection which has resulted in a nation-wide improvement of cream quality improvement work.

Secretary Favorable to Cooperatives

WHEREAS the milk cooperatives represent the great bulk of the producers in Pennsylvania, Therefore be it resolved by the Inter-State Milk Producers' Association in annual session assembled that we request the Governor-Elect to appoint a Secretary of Agriculture who will be favorable to cooperatives.

Eliminate Land Tax for Roads

WHEREAS the marketing of milk is facilitated by improved roads and Whereas the various state highway departments are provided with superior equipment and trained personnel and Whereas there no longer exists a proper responsibility of landowners in the building and upkeep of roads—Be it therefore resolved that we favor the taking over of roads by the State Highway Departments, on a permanent basis, all country roads to the end that maintenance and construction shall be vested in the agencies and the tax on land for road purposes finally eliminated.
ferred to the legislative Committee of the Association.)

Reduce Fees on Light Trucks

WHEREAS, the Assembly of the State of Pennsylvania has passed certain codes regulating the fees for registering of motor vehicles and Whereas, said code and regulations impose an excessive rate on certain light trucks in that they are required to pay a fee in excess of the carrying capacity of said trucks,
THEREFORE, BE IT RESOLVED, that the Legislative Committee of this Association work with other organizations to have said fee reduced to conform to fee charged other trucks.

R. M. Spangler, Gettysburg, Pa.

Keep Tariff on Fats and Oils

RESOLVED THAT: Each local through its officers contact its Congressman requesting that the tariff on oleomargarine and all fats be maintained to its manufacture be not lowered.
C. C. Jenkins, Lappans, Maryland Local.

How Payments May Be Equalized

space prevented including Manager's entire report in the December issue of the MILK PRODUCERS' REVIEW. This report, given at the Annual Meeting of your association, discussed market conditions and also two proposed methods which might be developed so that all producers supplying any one market might be paid on either approximately the same percentages of their basics. That part of his report is printed herewith.

THERE HAS BEEN one change of procedure resulting from the control board orders which have caused some misunderstanding in the market. This is caused by the dealer paying Class I price on a percentage of basics. In other words, each dealer pays Class I price to his producers for a percentage of their basics according to his own purchases and sales. This results in producers supplying the dealers being paid a much higher percentage of their basics than those who supply certain dealers.

It has been suggested by our adjustment committee that some plan be worked out which will permit all dealers to pay their producers the same percentage of established basics. I see two possible plans for bringing this about. It is suggested that either could be worked out. One plan would be for all dealers who are now paying a low percentage of basics to shift to a higher percentage of their producers to the dealers who are paying a much higher percentage. This could be worked out only with considerable effort and would require the full cooperation of all dealers operating in a market and all producers who might be effected by such a plan.

Adjustment Plan

Another plan would call for the establishment of an adjustment fund which would be used to equalize payments among dealers who are paying under or over the average percentage of basics. This would require the setting up of a special committee or group to report all their purchases of milk and all their sales of milk in each class. This committee would determine the average percentage for the entire market and each dealer would pay their producers on that percentage of basics. Those dealers whose sales would be above this percentage would contribute into this adjustment fund an amount equal to the difference between the average percentage and their own percentage. The dealers whose sales would fall below the average percentage would receive out of the adjustment fund an amount which would take care of the difference. I feel that such a plan would help build a better market throughout the entire milk industry although it would penalize

those producers who are shipping to dealers now paying a higher percentage of basics.

I have discussed this plan at some of the Local meetings which I have attended and felt that the members considered it a fair proposition even though some of them as individuals would get a little lower price while their neighbors would get a corresponding increase. This plan would put all of them on the same percentage.

Cash Reserve Needed

It is obvious that such an adjustment fund would need some hard cash to back it up. It would be dangerous to set it up on paper only. Should some dealer who is supposed to pay into the fund fail to do so, somebody would be left "holding the sack." Therefore the need for a special fund to protect the adjustment committee or whatever this group might be called. It appears that a separate deduction could be made for this purpose until an adequate reserve could be built up. A deduction of two cents a hundred from all producers would create a fund of approximately \$150,000 in a year's time. After the fund would be built up, producers could be paid a thirteenth check from the surplus it would create or the deduction cut down so as to hold a reserve fund at about that level.

It also appears that such an adjustment fund could apply to only one market, each market establishing a fund of its own with separate records and perhaps a different adjustment committee. All funds for such purposes would have to be kept separate from all other money that might be handled by any group within the market and perhaps the services of a certified public accountant should be used in arriving at the proper payment out of or into the fund.

This plan like the one shifting dairies from one distributor to another would require the promise of full cooperation from practically every dealer and certainly all the important dealers in any one market. Without such cooperation it would be dangerous to start such an equalization plan. I wish to add that the present variation in percentage in the Philadelphia market has been caused largely by one of the larger distributors taking care of many producers without a market, thus handling more than his share of the surplus coming into this market. Now that all dealers are buying on their own percentage producers supplying that dealer are paying the bill by getting Class I price for a lower percentage while the producers shipping to other distributors are receiving corresponding benefits.

Tell advertisers that you saw their advertisement in the Milk Producers' REVIEW when you write to them.



I'M GLAD I CHANGED!

HEALTHY UDDERS... no lost quarters... regular breeding... freedom from calving difficulties... these are the things a dairyman can expect in changing to the Purina Cow Plan. These are the things that have a sure influence in turning unprofitable cows into money-makers.

But that's not all! The Purina Cow Plan provides the way for cows to keep at their best in health and do their best in milk production. *Purina Cow Chow* and *Bulky-Las* give cows the right things to step up the milk level and to stop inside teardown. The result is a greater yearly net profit per cow.

Why not decide right now to change to the Purina Cow Plan. See your Purina dealer the next time you go to town. He has qualified with the Purina Research Farm to help you balance your home-grown feed and rid your herd of cow troubles.



PURINA MILLS · 854 Checkerboard Square · ST. LOUIS, MO.

ANOTHER... FEED SHORTAGE IS THREATENED!



THE clover catch is poor... Old sods were injured by drouth... There is no carry-over of hay. You will be short of feed again next winter, unless you do something drastic about it.

The HAY CROP offers the BEST OPPORTUNITY to PRODUCE MORE FEED to meet this emergency

**FERTILIZE your best sods WITH
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And grow an extra ton of hay to the acre at a cost of \$5. There is no other way to get extra feed at so little cost. Cyanamid-fertilized early-cut timothy hay is good dairy-cow hay.

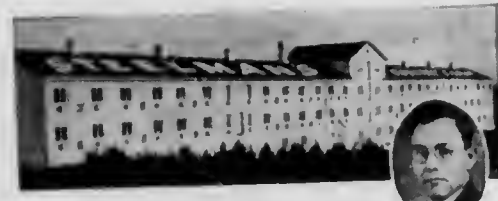
and Don't Forget—AERO Cyanamid on good pastures produces twice as much grazing—beginning 2 weeks earlier.



Write for Leaflet X-320, 'Aero' Cyanamid for Pastures, and X-321, 'Aero' Cyanamid for Hay.

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Manufacturers of 'Aero' Cyanamid and 'Amnio-Phos'
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New Hampshire Reds, Day Old and Started. Steelman's Hi-Quality Pioneer Strain-Bred for heavy production and quick maturity. Pullets lay at 4 1/2 months. At 6 months eggs average 24 oz. to the dozen. 26 to 27 Oz. the second year. Make wonderful broilers, ready 2 to 4 weeks ahead of other breeds. 2 lbs. at 7 weeks not unusual. White Leghorns Equally famous. Also Cross Breeds: Sex Linked; Barred; White and Buff Rocks; White Minorcas; White and Black Giants; Day Old and Started Chicks, 3 and 4 weeks of age. Learn of our 12 months Income Plan. Write today. New Silver Jubilee Catalogue gives valuable information. New low chick prices. Steelman's Poultry Farm, Inc., Box 1001, R. R. No. 1, Lansdale, Penna. (C. C. 499.)

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SEED OATS...

SENSATION—One of the most productive oats in cultivation. 75 bu. and upward per acre are frequent, with large, white, meaty grains weighing 42-44 lbs. per measured bu. of the highest quality. You should try all means try these oats. Get our exceptionally low price in quantities. Also Clover and Timothy Seed, Velvet barley, Soy Beans, Woodburn, Clarage and White Cap Seed Corn. Write for samples wanted and Catalogue. THEO. BURT & SONS, Box 91, Melrose, Ohio

Farmer Brown: "What did your son learn at college?"
Farmer Green: "Wal, he hadn't been home long before he showed me how to open bottles with a half dollar."

Inspected So

These Milk Inspectors sure, by Gum
Do make us feel like cussing some.
One tells us this the other that—
Till we don't know where we are at.
Everything's wrong; there's nothing right.
The bucket's dinged, the barn's a fright.
The milk house must be painted white.
The toilet moved clear out of sight.
Yes, things have changed a lot you know
Since we have got Inspected So.
They've spoiled the cows with all this fuss
Till they're the boss instead of us.
Old Brindle used to behave good
And give us all the milk she could.
And if she switched us in the eye
Or maybe let her one foot fly
Of course that was against the rule;
We lammed her with the milking stool.
All that has changed I'll have you know
Since we have got Inspected So.
Now every time she gets the chance
She'll up and kick you in the pants
And knock your bucket Galley West
And kick the buttons off your vest.
And if you start to make a fuss
Pick up your stool and start to cuss.
The minute you have turned your back
She'll just give you another whack.
And say—"You hit me if you dare—
If you as much as touch a hair
You know full well what I will do
The milk men I will tell on you!"
Now that is hard to take, I vow
Off any Ornerly Kicking Cow
But we have to do it, don't you know
Since we have got Inspected So.
When we went out to milk By Jing
We used to sit on anything
Or maybe didn't sit at all
But hunkered down right in the stall.
Now we must make a stool of oak
Well you may laugh—it's not a joke
And then we have to paint it white
And put the thing to bed at night.
Dobbin's mad enough to take a fit
And I don't blame him not a bit.
I surely is a dirty trick
I wouldn't blame him if he'd kick.
He works and sweats the summer through
To raise his grub and Brindle's too.
And even hauls it in the mow
But they have figured out somehow
That in the barn he has no right.

That we must build partitions tight
Between the two so day or night
That Brindle will be out of sight.
No Sir, he mustn't even take a peep
At Brindle while she is asleep.
Yes they have figured out somehow
He's no fit companion for a cow.
Now that's enough to make him rail
And kick and bite and cuss and swear
But he has to take it, don't you know
Since we have got Inspected So.
I'll tell you another thing they say—
We don't believe it, by the way;
Our milk is full of bugs, By Jing
Did you ever hear of such a thing?
Yes Sir, hundreds of thousands in one
Enough to carry off a man.
It's enough to give us all a fit.
It's awful when you think of it.
We've ate these bugs beyond a doubt
And never even found it out.
Just think on them how Johnny grew
Grandpa kept hearty on them too.
But granted that we did survive
This mess of bugs, we're still alive.
It is, my friends, a mystery
We're not as buggy as can be.
When ignorance is Bliss they say
It's folly to be wise anyway.
What you don't know does not hurt you
Sometimes as much as what you do.
We ate and drank these bugs galore
And even thrived on them before
But they may be much worse, you know
Since we have got Inspected So.
Some day they say the worm will turn
I'm sure we all for this time yearn
When we again can sit By Jing
On what we please—just anything.
Yes, when we can sit and milk in ease
And lam Old Brindle all we please
When we can do things as before
We did them in the days of yore.
When these milk men will get so dry
For milk that they will nearly die
When we can tell them where to go
The way we use to do, you know.
The way we used to do, you know,
Before we got Inspected So.
When someone else will get some kick
Besides us Poor Old Country Licks.
Norman Hughes

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The Dairy Markets

WE ARE NOW experiencing the highest butter market since November, 1931. Butter reached 32 1/2 cents for 92-score at New York on December 31, a price which had not been reached since November 17-18, 1931, when it was 33 cents for 2 days and 33 1/2 cents on November 14. This price level will mean a substantial increase in Class II and Class III milk.
The December average for 92-score butter at New York was 30.95 cents which is 1.57 cents above the November price and 10.81 cents over the price in December, 1933. The comparison for the two years shows a 53 percent increase. On this basis Class II and III milk will be \$1.28 for the first 15 days of December and \$1.38 for the remainder of the month, due to the 10 cents per hundred increase ordered by the Pennsylvania Milk Control Board effective on December 16. Class III milk price is \$1.08 for December. These prices apply to 3.5 percent milk.
There has been an ample supply of milk available in this market right along but the situation tightened up enough so that dealers went outside the milk shed for more of their cream than they had done for several months. Whereas in late summer nearly two-thirds of the cream was local this fell to about one-fourth during December. Dealers are paying Class I price for from 85 percent to 105 percent of basics with from 5 to 15 percent of basics being bought in class II. December percentages will not be available until about the middle of January.
It appears that the supply of milk is beginning to show a slight seasonal increase which should mean that more cream will be bought locally and that there might be a slight decrease in percentages bought at Class I price. Further increases in the butter price are not expected because of the danger of foreign competition and the additional probability of

a shift to oleomargarine if the price goes too high. It is possible we will have 30-cent butter for several weeks, however, because the storage supply was only 81 million pounds on December 1, which is below average and production is expected to be unusually small until spring. Other factors may change this situation.
Cheese prices are somewhat better than a year ago but larger storage stocks and a greater production than in late 1933 have not permitted such a sharp advance. There was somewhat less evaporated milk in storage on December 1 than the same date in 1933.
Manufactured dairy products have been finding a ready outlet in trade channels with good demand for all kinds. The increase in trade output (consumption) for all manufactured dairy products has averaged 4 percent greater the first 11 months of 1934 than in 1933, butter with a 3.3 percent increase, pulling down the average.
Recent price adjustments for fluid milk have been reported in several markets. Some of these were decreases to producers of 11 to 35 cents a hundred, with no change to consumers, and were considered as bringing fluid prices in line with prices for manufacturing purposes. In other markets prices were increased 11 to 35 cents a hundred, some of these markets also advancing consumer prices. Taken as a whole the tendency was toward a wider dealer spread. Retail prices were reduced in two markets, at least one of which was due to a price war.
(The butter market reached 33 1/2 cents at New York on January 5 and 7. New Zealand butter is reported to be on way to United States.)

"Sam Hoskins accidentally shot himself while hunting. One of the wounds may prove fatal, but his friends are glad to hear that the other one is not serious," runs an item noted in a weekly paper.

November Prices at Principal Markets

MARKET	Prices f.o.b. City, 3.5% Test			Butterfat Differential	Retail price "B" milk
	Class I	Class II	Class III		
Philadelphia	\$2.60	x\$1.23	x\$1.03a	4c	11c
Pittsburgh	2.48	1.78	1.03a	4	11
Portland, Ore.	1.92	pool	—	5.5	11
New York (201 mile zone)	2.445	1.55	1.60a	4	13
Washington, D.C.	2.67	1.51	—	7	13
Baltimore	2.41	1.77	1.20	5	11
San Diego	2.31	1.94	1.66a	6.6	12
Milwaukee	2.15	1.92	1.17a	3	10
Boston (191 mile zone)	2.60	1.34	—	3.4	12
Chicago (70 mile zone)	2.00	1.36	1.02	4	10
St. Paul-Minneapolis	1.70	pool	—	3	9
Cincinnati	2.29	1.80	?	3	12
Hartford	3.40	1.50	1.34	5	14
Providence	3.32	1.38	—	3.8	12
St. Louis	2.00	1.52	1.165	3	11

Under State Control Board supervision; F—Under A. A. A. milk marketing license; Applies at local delivery points; A—Additional price classifications which are not needed in this tabulation.

Wisconsin Prices

An average price of \$1.18 per hundred pounds was paid Wisconsin producers in November, the highest since 1931. Prices paid for milk for the different products were: cheese, \$1.10; butter, \$1.14; condensaries, \$1.27; market, \$1.53. Butterfat was \$.30 a pound and farm butter \$.29. Total production

was 2 to 3 percent less than a year earlier with production per cow almost identical but slightly smaller cow numbers. Fall pastures continued unusually late. December production figures with short feed supplies are expected to show a marked drop. Cows are being culled closely and 2 to 3 percent more calves are being raised than a year ago.

Kerr Wins



CENTRAL N. Y. CONTEST
W. Leghorns, pen of 10
Average 261 eggs, 270 points.



WINNING as usual. Watch later announcements. Kerr's Lively Chicks come from strong laying ancestry. 27 years breeding for laying, 120,000 breeders carefully culled, banded, and blood-tested for pullorum disease (B.W.D.) by tube agglutination method. Get the Kerr blood lines for 1935. Strong. Full of vigor. They live, thrive, grow. Write for

free Chick Book and prices. Compliance Certificate No. 8266.

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You need a Friend at a time like this

Accident! Somebody's car smashed? Some one hurt? Maybe there'll be damages to pay! In any case there's pretty sure to be an argument about it. At a time like this you need our protection.

you are found responsible. That's what a policy with us means—freedom from worry and freedom from responsibility. The cost is remarkably low.

COMPENSATION

Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

It's mighty nice to know that you can get in touch with us and find a friend in need. We pay the lawyers' fees, the court charges and the damages if

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

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Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in

- ☐ AUTOMOBILE or TRUCK INSURANCE
- ☐ Make of Car _____ Model _____
- ☐ COMPENSATION INSURANCE
- ☐ Business _____ Payroll _____

Name _____ Address _____

This inquiry does not obligate me in any way.

Mail Today

Send Milk to State Show

WHY NOT TRY your skill at producing high score milk and enter the milk competition at the State Farm Show at Harrisburg, January 21-25? Six classes, each with ten prizes, are open to the general milk producer, two classes are confined to producer-distributors, one to certified milk and one to pasteurized milk.

Class I is open to raw milk produced by herds which are under state supervision for eradication of both tuberculosis and Bang's disease. Separate prizes are provided for herds of 10 cows or less, of 11 to 20 cows, and of 21 cows or more. Class II is for raw milk produced by herds under state supervision for the eradication of tuberculosis. Here, also, are the same subdivisions according to size of herd.

The rules are relatively simple. The competition is open to all producers or distributors in Pennsylvania, each contestant being limited to one entry. The entry must be prepared by the owner or regular employees and producers of certified milk cannot enter in any other class. The entry must consist of four pints of milk in pint bottles and must be a composite sample from at least four cows.

The entry blank must be accurately and completely filled out and the package, when sent to the Farm Show, must be plainly marked—"Milk—Place in Cold Storage." All samples must be produced and prepared on Thursday morning, January 17, and are to be sent by prepaid express.

Method of Scoring

The scoring will be according to score card. A perfect score on bacteria with a count of 500 or less will be 35 points. Flavor and odor will count a maximum of 15 points with deductions for any abnormal or undesirable flavor or odor. Each sample will be inspected for visible dirt after settling and will be run through a sediment tester, a perfect score on this counting as 10. A butterfat test of 3.8 percent or higher will count as a perfect score and will be awarded 15 points with deductions if below 3.8 percent and a zero score if under 3.25 percent. A perfect score of 15 points will also be allowed for a solids-not-fat percentage of 8.75 or higher and a percentage of 8.1 or less will be scored as zero. An acidity test of 0.20 percent or less will receive a perfect score of 5 points while an acidity test of 0.24 percent or more will be scored zero. Five points are allowed on bottle and cap as to appearance, condition of bottle, etc., with deductions for anything which would detract from the appearance of the container or its contents.

A certificate of merit will be awarded to all exhibitors whose milk samples score 96 or higher. The first prize winner in each class will be given a gold medal with silver and bronze medals for second and third prizes and cash for each place down to tenth for exhibitors in the six classes open especially to producers supplying the general fluid market.

A special prize is available only to members of your own association, the Inter-State, for the member who produces the best sample of milk exhibited at the show. This prize is awarded by the Philadelphia Dairy Council. Similar awards are available to members of the Dairymen's League and of the Dairymen's Cooperative Sales Association.

Special Prizes

In addition, The Pennsylvania Guernsey Breeders' Association offers a special prize for the best sample of milk from a registered Guernsey herd and another from a grade Guernsey herd. The Pennsylvania Ayrshire Breeders' Association also offers a special prize for the best sample from a herd of that breed and the Pennsylvania Federation of Holstein-Friesian clubs offers a special prize for the best sample from a Holstein herd which is registered with the Holstein-Friesian Association of America.

Members of the Inter-State Milk Producers' Association are producing one of the very best milk supplies in the entire country and we have every confidence that if you producers go out after this contest you can capture a big share of the prizes.

Why not send in an entry? Write today for an entry blank. Write to either the Farm Show, Harrisburg, or the Milk Producers' Review, 219 N. Broad Street, Philadelphia, and an entry blank together with a complete copy of all rules will be sent you by return mail.

Minnesota has just completed the area test for bovine tuberculosis and is now a modified accredited area, the eighteenth state to gain this distinction.

Timid Wife (to husband who has fallen asleep at the wheel): "I don't mean to dictate to you, George, but isn't that billboard coming at us awfully fast?"

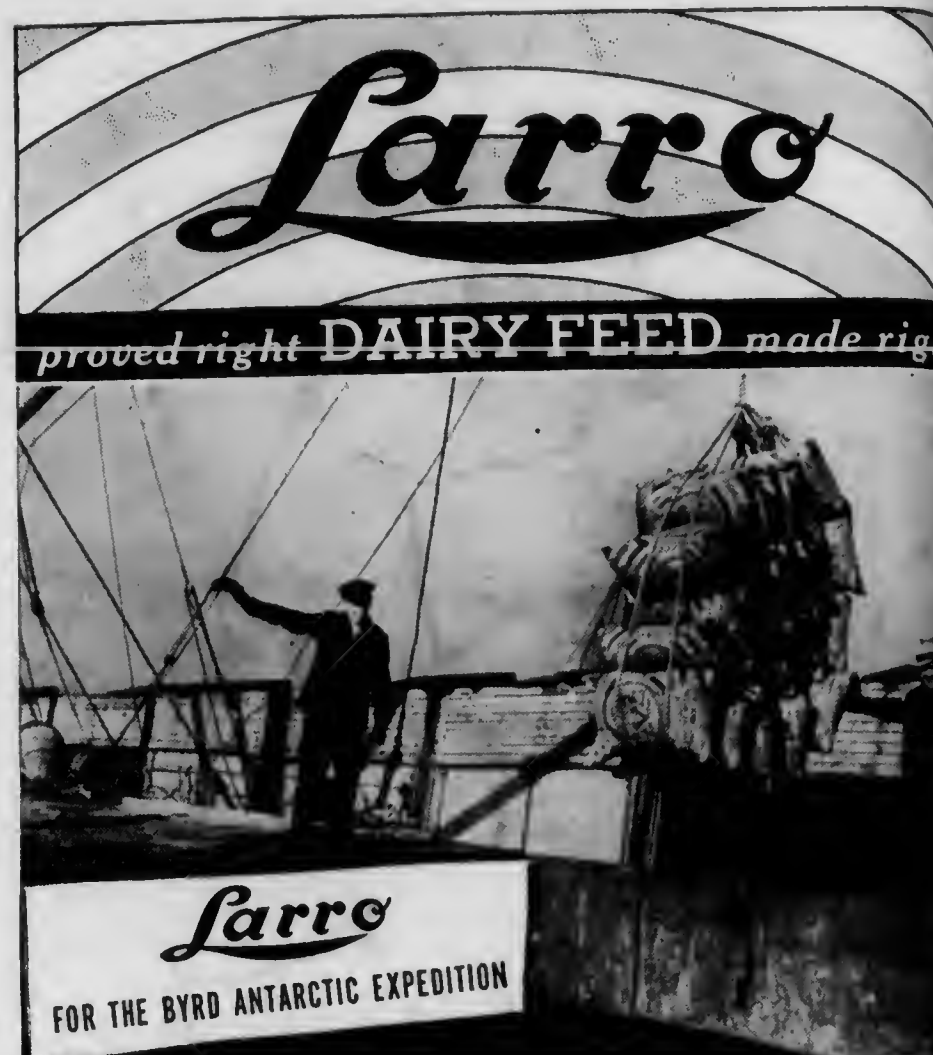
When answering advertisements mention the Milk Producers' Review.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of November, 1934:

Butterfat Tests.....	3819
Plants Investigated.....	15
Calls on Members.....	290
Quality Improvement Calls.....	16
Herd Samples Tested.....	233
Membership Solicitation Calls.....	38
New Members Signed.....	10
Cows Signed.....	107
Transfers of Membership.....	4
Microscopic Tests.....	40
Brom. Thymol Tests.....	88
Meetings Attended.....	34
Attendance at Meetings.....	907

MILK PRODUCERS REVIEW



Byrd Expedition Radios for More LARRO

More Larro for Admiral Byrd's famous South Pole dairy cows. Down at Little America they're getting ready to come home. In the tiny barn, buried under ten feet of ice and snow, which houses the two milkers and the young bull, Iceberg, preparations for the return journey are going forward.

Uppermost in the mind of Edgar F. Cox, their faithful master, is the matter of an adequate supply of the feed on which his cows have withstood so successfully the rigors of life in frozen Antarctica. The radio crackles. Words fly 10,000 miles through the air. It's the first such order ever sent from the Antarctic continent—and it specifies Larro Dairy Feed.

The above picture shows this feed being loaded on board the S. S. Benham at New York City bound for Dunedin, New Zealand. There it will be placed aboard the Byrd Expedition's flagship "Jacob Ruppert" so that Southern Girl, Deerfoot and the young bull Iceberg may continue to enjoy the same good, clean, wholesome feed during the long voyage back home.

Write for a copy of the booklet "Admiral Byrd Takes Larro to the South Pole" and then ask your Larro dealer to send you a supply of Larro Dairy Feed. The results it produces in milk and health will surprise you.

The Larrowe Milling Company, Dept. O Detroit, Mich.

the better the feed . . . the bigger your profit

Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

Vol. XV

West Chester, Pa., and Philadel

No. 10

The Directors Meet

THE REGULAR bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers' Association was held at Harrisburg on January 21-22, 1935, during the annual farm show week. All members of the board were present at the meeting except Ira J. Book who was ill.

Following routine business a report covering Dairy Council work was given by C. I. Cohee. Approval was given a motion to support the National Institute of Cooperation which will hold its 1935 meeting at Ithaca, New York.

Future Basic Plans

A general discussion followed as to how basics for future years shall be determined. It was voted that the association would again ask the milk control boards operating in the Philadelphia milk shed to approve the use of the average production of March, July and November as the basis for the following year, starting with 1936. The same request was made several months ago but no action has been taken on it as yet. It was considered that using the average of scattered months would discourage any desire to "load" the market with milk during the base-forming months.

Action was approved authorizing the chairman of the Executive Committee to call in to meetings of that committee a director from any district in which a special problem is under consideration.

H. D. Kinsey, Inter-State fieldman, reported to the board on the meeting of the National Milk Producers' Federation at Syracuse in November, outlining several plans which were developed from ideas obtained there and which the field force believes would be workable in and helpful to this association. The board voted to study these proposals and adopt such of them as seemed most practical.

This was followed by a discussion on having included on the pay slip to each producer his basic and the percentages of base purchased in each class. Action was approved asking the Sales Manager to continue his efforts, started some time

ago, toward accomplishing this result.

Redistricting Committee

The President was authorized by the board to appoint a committee of five, two from Pennsylvania and one each from New Jersey, Delaware and Maryland, to redistrict the association for the purpose of nominating directors as provided in the by-laws.

The board authorized the secretary to write a letter of sympathy, in behalf of the board, to Mr. Raymond C. Groendyke, secretary of the West Windsor local, who was just recently bereaved of his wife and another letter of sympathy to the family of John O. Sollenberger, president of the Lyndell Local who passed to his reward on January 21.

Minor amendments to the by-laws were brought before the board to be acted upon at the next board meeting. These proposed changes are designed to take care of exigencies which might possibly develop, but not probably, in the nominating of directors.

A report was then heard from Mr. Shangle, who with M. L. Stitt and Chester H. Gross, were appointed

as a committee to investigate the possibilities and the advisability of buying, building or leasing a plant to take care of milk of members in times of emergency. The committee reported that in view of unsettled economic and dairy conditions and in the face of unsatisfactory results reported by most cooperatives which have attempted the handling of surplus milk it considers such action inadvisable at the present time. This report was approved by the board.

Mr. Shangle and Mr. Gross, both of whom had attended sessions of the North East Agricultural Conference gave reports of that work. This conference, it was pointed out, is a plan to unify all agricultural interests from Virginia northeastward through New England. The association voted to become a member of the conference.

Team Work! It's the steady pull of all together that wins.

It is a wise old saying that we cannot get something for nothing. Farmers cannot benefit through organization unless they support it.

Make Your Voice Heard

OUR legislatures are in session. Bills will be introduced which, if enacted into law, may affect our everyday life and our businesses. Some of these laws will be helpful and useful to all concerned. Others may be decidedly detrimental.

Each bill must be judged on its own merits. We, as farmers, must remember that we are a minority, that we must work together in order to protect our interests. Concerted action will get results.

We intend, in each issue of the REVIEW, to give you a brief summary of agricultural and dairy bills introduced and pending in the legislatures of states included in the Philadelphia milk shed. We will discuss these bills briefly and offer suggestions as to the stand for all REVIEW readers to take with respect to them.

It is your job to let your representatives in the State Legislature and in the National Congress know your wishes. Remember this, the other fellow will make his voice heard—you must make yours heard, too. Your representatives have no way of knowing how a proposed law would affect you unless you tell them in positive and unmistakable terms.

Prevent Frozen Milk— It Pays

Oakley S. Havens,
Inter-State Fieldman

UNTOLD LOSSES are suffered by milk producers every year because the product has been allowed to freeze before reaching the receiving station. Without doubt much of this freezing is the result of carelessness on the part of producers who do not realize that the freezing actually changes the content of the milk.

Quoting I. E. Parkin, Dairy Extension Specialist at Pennsylvania State College, "Freezing disrupts the chemical balance by breaking down the casein and butterfat structure." Even slight freezing will affect the chemical content. As a result accurate samples for butterfat tests cannot be taken. Samples taken from frozen milk will result in loss of butterfat for the farmer or the buyer.

Loss in weight also occurs due to frozen milk remaining in cans during process of dumping. Efforts to dislodge the frozen milk frequently results in damaged cans and additional loss to the producer.

During those months when freezing weather occurs and the temperature is apt to drop suddenly special care should be given to milk drawn in the evening. Such milk should if possible, be kept in insulated tanks full of clean water. Where milk must be kept in uninsulated tanks of running water it is most important that the water come well above the milk in the can. The popular idea that milk freezes more rapidly when allowed to stand in water than it does when standing in the cold air is all wrong. Experience has proven the opposite.

Care at Every Step

The milk should not be allowed to stand out of doors too long before it is collected by the hauler and blankets should be used to cover the cans during a long haul. Carelessness on the part of the milk hauler sometimes wastes every effort by the farmer to prevent frozen milk. If he fails to do his part much of the milk will arrive at the plant in a frozen condition even though the temperature of the milk was well above freezing when loaded on his truck.

Another preventive method is to fill the cans as full as possible so that the milk has no chance to splash back and forth causing it to freeze on the inner surfaces of the lid and empty parts of the can. Even though only a small part of the milk in the can is frozen much of the

cream may splash against and freeze on the lid or on can surfaces with a resulting loss of butterfat for the producer.

A little extra care at this season of the year with cooperation on the part of those who are handling the milk will mean many more dollars for the producers' pocketbooks.

Encourages Calf Raising

Dairy farmers will reap big dividends by raising heifer calves from their best cows in the next few years. E. A. Gauntt, extension dairyman for the New Jersey Agricultural Experiment Station, believes.

The reduction of cow numbers due to the drought, plus the campaign to eliminate cattle affected with Bang's disease, mastitis and tuberculosis, will undoubtedly cause cattle

prices to continue upward for some time to come, says Mr. Gauntt.

The federal government purchases and slaughtered over seven million head of cattle as a result of the drought, and Washington authorities now estimate that there are ten million less cattle in the United States than there were a year ago. Furthermore, there are many States conducting campaigns to eliminate diseased cattle at the present time so that cattle numbers will be still further reduced during the coming year.

In pointing out that a calf started now will be worth considerably more money when it matures than cows are now bringing, Mr. Gauntt suggests that New Jersey farmers who have milk to market in the excess classification and who have the facilities for raising calves might well consider using this excess milk on the farm.

It would help take the excess milk off the market, he explains, and at the same time give dairy farmers good replacements without a large cash outlay two years hence.

Ten "Guide Posts" to Clear Thinking

By Glenn Frank
President, University of Wisconsin

This afternoon there came into my office a young man who had just finished an agricultural short course. He was, he said, planning to spend his life on the farm, and he wanted me to say what I thought he should keep before him as a guide to his thinking as a farmer. Here are 10 things I told him:

1. Don't begin your career as a farmer in a defeatist mood.
2. Don't be deluded into thinking there is such a thing as "the farm problem" that can be solved by a single remedy.
3. Don't trust too much to politics for a solution of current agricultural difficulties.
4. Don't think that farm legislation is the only legislation that affects the farm for the farm is a part of the whole economic and social order, and any legislation that affects the social and economic order affects the farm.
5. Don't think of the farmer as a grower of food stuffs only, but as a producer of industrial raw materials as well.
6. Don't cling to an obsolete individualism, but realize that there must be developed a new individualism, safeguarded by the protecting wall of cooperative action.
7. Don't lose interest in the problems of production just because the problems of distribution happen to be the more pressing at the moment.
8. Don't let anything keep you out of the cooperative movement.
9. Don't let your interest in the one cooperative you are interested in blind you to the larger interests of the cooperative movement as a whole, but remember that the cooperative movement may be killed by cooperatives that do not know how to cooperate with other cooperatives.
10. Don't fail to follow throughout your life the latest results of research in your particular field.

Finally the problems of the farm must be solved by the farmers, for despite the greatness of planning that outside leaders may bring to the farm the planning will be stillborn unless the farmers have schooled themselves into a way of thinking that enables them to carry out the plans.

The Farm Show In Brief

Exhibits Establish Records, Attendance Good

A HIGHLY SUCCESSFUL Pennsylvania State Farm Show was held at Harrisburg the week of January 21-25. Exhibits were the largest on record and all available space was crowded with competitive displays or commercial exhibits. Attendance fell slightly below the 1934 standard but considering the fog followed by snow and then zero weather the turnout was remarkable.

Eleven percent more entries were made than a year ago with increases shown in 16 of the 24 departments. The biggest proportional increase was in the milk display, jumping from 120 to 220 entries.

A large number of organizations held meetings during the week, many of them including the annual business sessions. The Pennsylvania State Dairymen's Association had good sized crowds at all its sessions, including more than 250 at its banquet on Thursday evening.

Dairymen Hear Weaver

The morning session included an extended discussion of mastitis (garage) by Dr. T. E. Munce, Director of the Bureau of Animal Industry and Dr. J. B. Reidy, Federal inspector in charge of Bang's disease work. Government control measures now being tried experimentally were explained. This was followed by Professor Fred Weaver, agricultural economist at Pennsylvania State College, who outlined the economic situation confronting the dairy industry and the factors which influence the price of milk and of dairy cows. Professor Weaver expressed the opinion that the dairy industry is now at or near the bottom of its cycle, basing his forecast on buying power of dairy products rather than on price. He believes that there may be periods of slight improvements or of slight recessions during the next four years or so but with no marked change. About 1939 or 1940 an upturn can be expected. The immediate future is likely to be influenced by the speed of recovery, sound or unsound efforts to aid recovery, and such factors as the feed supply.

Resolutions were approved calling upon the state to provide adequate funds for agricultural research and also to provide indemnity for Bang's disease reactors under certain conditions where Federal indemnity is not available. Another resolution called

for a unification of all milk and dairy control work, except as concerned with public health, within the Department of Agriculture.

Among officers elected were Warren Whittier of Douglassville, President; C. R. Gearhardt, State College, Secretary-Treasurer; and F. M. Twining of Newtown and director of field and test work of the Inter-State Milk Producers' Association, Assistant Secretary.

Agricultural Council Meets

About 100 attended the meeting of the Pennsylvania State Agricultural Council, an organization composed of representatives of farm organizations of the State. George W. Slocum of Milton was elected president. This group also went on record as endorsing several moves which will aid or protect milk producers and other farmers.

Each of the five dairy breed associations met during the week, outlining plans for the forthcoming year and electing officers. Resolutions passed at several of these meetings further demonstrated a decided uniformity of policy and plan among the established farm and dairy organizations.

Perhaps outstanding among the breed association exhibits was that of the Ayrshire association which featured the cow Sir Robert's Madalena. This 14-year-old cow has produced 117,000 pounds of milk containing 5,123 pounds of butterfat and was producing 55 pounds daily at the show. Beside the cow was an enormous milk pail about 8 feet in diameter and 10 feet high, showing the size necessary to hold her one year's production. This cow is owned by the Masonic Home at Elizabethtown.

Good Commercial Display

Commercial exhibits on every hand showed new products and the latest models and newest developments of established products. Courteous and attentive attendants were on hand to discuss their products to all who were interested.

The milk show with 220 entries almost doubled last year's display of 120 samples. Among the many winners the following Inter-State members were in evidence:—John S. Hershberger, Everett; Clayton L. Keener, Nottingham; Chas. M.

Schaefer, York; W. Scott Bunting, Oxford; George Thomas, 3rd, Whiteford; Allen C. May, York; J. Mac Skinner, Dry Run; Wilson Sisters, Medal; C. B. Smith, Mercersburg; W. S. Torbert, Newtown; E. F. Sheapherd, Oxford; Thomas Hadfield, Downingtown; Ira Shank, Waynesboro; E. J. Hess, Waynesboro; Mrs. Rollo Ditto, Mercersburg; Robert T. Mendenhall, Avondale; J. P. Connell, West Grove; S. H. Mowrer & Son, Spring City; E. C. Hoffeditz, Mercersburg; C. S. F. Hartman, Chambersburg; J. N. Griffith, Elensburg; Claude Myers, Plumsteadville; and Neshaminy Farms, Newtown.

Wm. H. Landis of Montgomery County and Earl L. Groff, Elvin Hess and H. R. Metzler of Lancaster County were winners in the Holstein classes. A. P. Irwin of Chester County and National Farm School of Bucks County were Guernsey winners, the latter also winning several ribbons in the Ayrshire classes.

NRA Costly to Farmers

New Jersey farmers have had their costs boosted \$2,225,000 by the NRA without receiving compensating returns from the AAA, Prof. A. G. Waller, economist for the State Agricultural Experiment Station, told the Rutgers Institute of Rural Economics recently.

He pointed out that although Jersey men have received AAA benefit payments for reducing production of corn, hogs, and wheat, the amounts were "relatively small" because New Jersey is not a large producer of basic commodities as defined by the Agricultural Adjustment Act.

Suggestions for farm and home improvements, their value and usefulness and how to obtain help for making such improvements are contained in a booklet, "Farm Property Improvement," recently published by the Federal Housing Administration at Washington, D. C. Permanent improvements and "built-in" equipment may be purchased with loans obtained from this new Federal agency but "movables" may not be financed through it.

The original noise counts—many people are only echoes.

INTER-STATE MILK PRODUCERS' REVIEW

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Milk!!!

The Food

For All Ages

On Export Basis

Pennsylvania exports more milk and cream than is imported into the state. Preliminary figures for 1933 show that if we set up a barrier and allowed no milk to come into the State and the same barrier would keep all milk from leaving the state we would have to find consumers for another 395,000,000 pounds or 183,721,000 quarts. This would be half a million quarts a day.

This information was given in an exhibit at the State Farm Show by Pennsylvania State College. When final figures are available we shall give you a complete summary of this phase of the dairy situation.

●

That Class II Price

We missed an opportunity to toot our horn. We failed to tell you loudly enough that the reduction in cream prices which went into effect on the Philadelphia market on October 1 was passed on in full to the consumer.

Even more important, careful analysis shows that the reduction was less than it appears at first glance. The quoted price per hundred pounds of milk to be used for cream was $3\frac{1}{2}$ times 92-score butter at New York plus 20 cents (plus 30 cents since December 16) and that price applies at the receiving station or the loading platform nearest the producer's farm. Cream prices over the rest of Pennsylvania are all f.o.b. the market. This actually gives producers supplying cream to Philadelphia almost as high, and in many cases equally

as high or even a higher price for their cream than producers get who supply other Pennsylvania markets. Producers supplying cream to Philadelphia get a definitely larger part of the consumer's dollar than many of those supplying cream to other Pennsylvania cities.

The lower cream prices which Philadelphia consumers pay have resulted in holding a market for our cream as against canned milk which many consumers were using in increasing amounts.

Call these salient facts to the attention of the next man who spreads mis-information about Philadelphia cream prices.

The Point of View

An official of a large feed milling company contends, in effect, that the dairyman as an individual is the master of his destiny. He is absolutely right in his contention that every move a milk producer makes which reduces cost of production is his own gain. The producer who reduces the cost of milk by 10, 20, 30 or more cents per hundred pounds has just that much better price for his milk.

He is even more fortunate than he would be had his cost remained the same and the price been increased a similar amount. When that occurs every farmer on the market sets out to get that extra price by producing more milk or shifting from potatoes, beef, pork, etc., to milk. The result then may be too much milk if feed is cheap and plentiful, especially if the market can not absorb it, in which case he may soon find his price down to its previous level.

But if a producer once increases profits by reducing costs he is going to do all he can to hold that gain and the only way the hundred, the thousand, or the ten thousand other producers in a market, can cash in on such a gain is to reduce their individual costs.

On another point raised by this feed company official we feel compelled to disagree in part. He insisted that the farmer can do nothing about taxation, about legislation, about national dairy problems. If that farmer works alone he can do nothing.

But—if he works with the hundreds or the thousands who face the same problems he can do something about those matters. It is a case of working on a plan, the same plan upon which those many others are working.

In plain words—it needs cooperation.

Remember the fate of the banana—as soon as it leaves the bunch it gets skinned.

Relief Milk Sales Drop

We forecast in the November issue of the MILK PRODUCERS' REVIEW that there would be a substantial drop in the purchases of milk by families receiving relief when those families were given cash instead of milk orders. Facts just recently announced show that milk purchases by those families dropped 29.6 percent in five weeks time—from November 5-11 on milk order relief to December 11-16 on cash relief. Cash relief started November 11.

This information was revealed in a recent report issued by the Philadelphia Dairy Council which also revealed that in just five weeks time, after changing from food orders to cash relief, 17.3% of the 31,851 relief families studied quit buying fresh milk altogether.

Philadelphia fared better when this change was made than did Baltimore where relief families reduced their milk purchases by 60 percent when changed to a cash basis. This probably is due to the sound educational forces in schools, clubs, factories and offices that have been stressing the value of milk.

With almost 11 percent of milk sales going to families on relief before the change in relief plans this means that you milk producers have had your class I sales reduced by three percent—this milk now going into Class II or Class III with its correspondingly lower price. It looks as though this money is going to other things, some of which are believed to be of a liquid nature but with no cream line.

Are You Moving?

Every spring, following the mailing of the March issue of the REVIEW, we get a big batch of notices from the post offices informing us of changed addresses.

This usually means that the March issue is not delivered to the correct address.

If you are going to move just send us a postal card giving your old and your new address, also the date on which you plan to move. Send the card to MILK PRODUCERS' REVIEW, 219 N. Broad Street, Philadelphia, Pa., at once and your next copy will go to the correct address.

Most of the breakage in the leather parts of harness starts from cracks. Well oiled leather will not crack.

Only the wise profit by advice.

Silence is the college yell of the school of experience.

How to Get Mastitis Indemnity

Limited funds have been made available in every state in the Philadelphia milk shed for paying indemnity on cows found affected with mastitis (garget). These funds will be paid out to qualified herd owners on a "first come, first served" basis. Therefore get your application in early if you want to take advantage of the indemnity.

Applications must be made by Pennsylvania producers to the Bureau of Animal Industry, Harrisburg; by Maryland and Delaware producers to E. B. Simonds, 824 Fidelity Building, Baltimore, Maryland; and by New Jersey herd owners to New Jersey Department of Agriculture, Trenton, N. J. Application blanks can be obtained from those offices or possibly from county agricultural agents.

Only those herds will be eligible which are under supervision for Bang's disease eradication and the examination for mastitis will be

made by the same veterinarian who takes the blood samples for the Bang's test.

The maximum indemnity is \$50 for purebred cows and \$20 for grades. The salvage value goes to the owner and this plus the indemnity can not exceed the appraised value. In signing for this test the herd owner agrees to market for slaughter all animals found affected and to bring no new animals into his herd which show evidence of the disease.

We want it understood in calling these facts to the attention of REVIEW readers that we are not endorsing this plan as a means of forever eliminating mastitis from a herd. The plan is experimental and it can be used to locate and eliminate diseased animals and at the same time get an indemnity on them. Whether that will free the herd from the disease for all time is still doubted.

Class I Percentages

NUMEROUS REQUESTS have been received from all parts of the milk shed that the percentage of basic paid by each dealer in each of the classes be published in the REVIEW. It was felt that a more satisfactory plan would be to have every dealer give this information on his pay slip but some dealers are not yet doing this.

As a result we are printing herewith the percentages as given to this office by five of the largest dealers operating on the Philadelphia market. The percentages apply to payments for December milk, these figures not being available until after the January issue of the REVIEW had gone to press.

We regret that this information is not available to association members promptly after milk checks are distributed but the printing and mailing of the REVIEW cannot be delayed the ten days necessary to include the percentages. Although late, we believe this information will be useful. This issue of the REVIEW should be in the hands of all readers by February 9.

Abbotts Dairies
Class I, 89 percent of basic
Class II, 11 percent of basic
Class III, balance of deliveries
"A" shippers, bonus on 80% of Class I
Supplee-Willis-Jones Milk Company
Class I, 83 percent of basic
Class II, all other milk
"A" shippers, bonus on 59% of Class I

Baldwin Dairies
Class I, 84 percent of basic
Class II, 16 percent of basic
"A" shippers
Class I, 93 percent of basic
Class II, 7 percent of basic
Class III, balance of deliveries
Harbison Dairies
Class I, 110 percent of basic
Class II, 10 percent of basic
Class III, balance of deliveries
"A" shippers, bonus on 61% of Class I
Scott-Powell Dairies
Class I, 103 percent of basic
Class II, all other milk
"A" shippers, bonus on 64% of Class I in Penna., 50% in New Jersey.

In every case Class II includes Class IIB as the price for both these classes is the same in the Philadelphia marketing area.

Efforts will be continued toward having all dealers include all information of this type which may apply to any one shipper on the pay slip to that shipper.

An Englishman was on his first visit to America. While driving along he saw a sign that said: "Go slow; that means you."

"By jove," said the Englishman, "how did they know I was here?"

"Money, Money—it's always money! Do you think I'm the goose that lays the golden eggs?"
"No, dear, not that one!"

Trade Commission Hearing

A public hearing on the milk industry in Philadelphia has been called for February 5 by the Federal Trade Commission. This follows an inspection of correspondence and records of all dairy interests in the Philadelphia market by representatives of that commission and will give others who may be interested an opportunity to express opinions or present facts.

This hearing will be in progress when you receive this issue of the REVIEW and the high spots will be covered in the March issue.

The Federal Trade Commission is a fact finding body and it is the duty of its men to get the facts—throwing out prejudice and mere opinion. It is probable that this hearing will be cluttered up with its share of prejudice and opinion and that such will get more than its share of attention in the public press.

The investigation is authorized by Congress and was to have covered the entire country. It now appears that only two markets, Connecticut and Philadelphia, will use up most of the original appropriation.

We feel that after the facts are assembled in this investigation your association will be materially helped and can use much of this impartial information for its future guidance.

Inter-State Milk Producers' Association

Incorporated

Flint Building, 219 N. Broad St.
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers
in the Philadelphia Milk Shed

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F. P. Willits, Assistant Treasurer
H. D. Allebach, Sales Manager

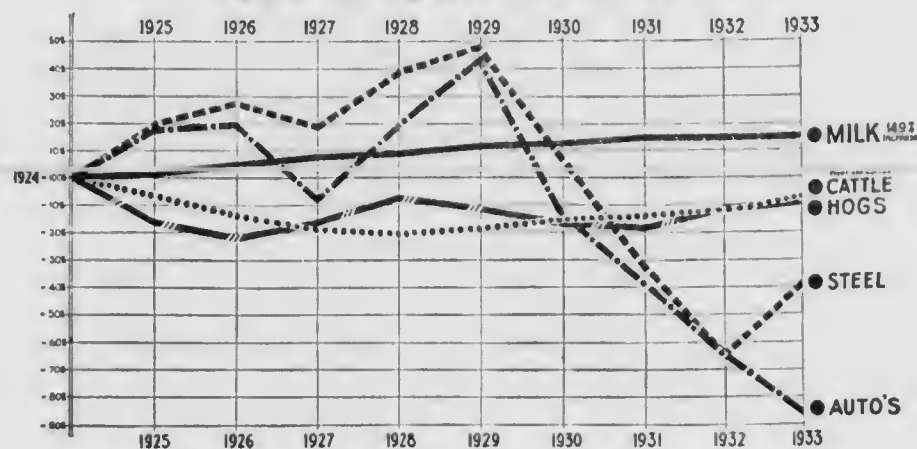
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PRODUCTION CHANGES Comparing Five Important Commodities 1924 to 1933 inclusive



THE DAIRY INDUSTRY moves forward. It has shown a steadily increasing output during the entire decade from 1924 to 1933, inclusive. And all this additional output has been consumed in one form or another. This steady performance is better than that shown for cattle or for hogs and is many times more steady than those two industrial indicators, steel and automobiles.

Perhaps much of the dairy industry's troubles can be traced to this ever increasing production, halted only this year. Yet what would have happened to us—yes, to the people of this nation—had we lopped off our output as did the steel and auto industries. No one knows—but we believe our nation and certainly our dairymen are much better situated today than would they be had they cut production as did the auto and steel industries. Incidentally, experts attribute much of our dairy trouble to other farmers who started milking cows when their former farming lines went bad—so, you see, we couldn't quit.

Dairy Industry Is Sound

IN GIVING his annual report to the National Dairy Council, M. D. Munn, its president, called attention to the soundness of the dairy industry. A slow but steady growth was outlined, a growth which resulted in a small but disturbing surplus in 1933, since disappeared. He compared this uniform expansion with the fluctuating beef cattle and hog industries and the widely fluctuating steel and automobile industries as shown on the chart on this page.

Attention was called to a substantial increase in dairy prices for the first 10 months of 1934 over a similar period in 1933, an increase which has since become even more marked. Prices for Class I milk, he pointed out, averaged 19 percent more than they did in 1933.

Mr. Munn says, in part, "I am forced to the inevitable conclusion that nothing is intrinsically or basically wrong with the dairy industry. It is as sound in body, root and fibre as those giant redwood trees on the Pacific coast that began rearing their tops to the clouds long before Columbus was born."

"Food fads will come and go, but science has disclosed that the necessity of milk and its products in the human diet is as eternal as the sun; and the food elements milk

contains are as essential to growth and health as sunlight itself.

"We know there is trouble and uncertainty. Doubt and fear hover over this industry and have created consternation in the minds of producers, processors and distributors alike. What is the real cause of it? Much of it appears to come from the uncertainty as to the present, as well as fear of what the next regulatory efforts will be, whether from federal and state legislation or executive edict. I am not going to criticize or discuss these efforts. No doubt, they were well-intentioned, but results in most cases have been far from what was expected or even hoped for.

"In addition to these conditions and disturbances, controversies have arisen between groups in the industry, some of which seem unnecessary. Others doubtless are the logical result of regulatory efforts. The combined effect of these things, however, has created an attitude of mind which obscures the fundamental things this industry should be considering and to which it should devote its activities."

Drink Milk for Health.

For Your Meeting or Classroom

IN his annual meeting address B. H. Welty, President of the Inter-State Milk Producers' Association said "The cooperatives of our country must recognize the importance of teaching our farm boys and girls the essentials of farm cooperation and educating them on cooperative activities. It will be only a few years until many of the boys and girls now in high school will be farming for themselves. The understanding of cooperation obtained by them now will largely determine their attitudes when they are called upon to join cooperatives in the future."

This was definitely a plan to be developed and followed out. Work has already started on it and the association, through its Field and Test Department, is now preparing to go into local meetings, farmers clubs, vocational agriculture classes, 4-H clubs, and any other local group with material for a single meeting or a series of three or four meetings.

In planning this work we might well recall the great strides in cooperation made by the Danes. They made education the means by which to achieve success in agricultural cooperation. In this educational program they reached out to old and young, especially the young, with folk high schools organized for this purpose. On the first such school, organized following the war of 1864, they placed these words:

*"What the enemy has taken from us by force
We must regain by education from within."*

It is widely recognized in this country that cooperative action is the only hope the American farmer has for fair dealing. Much has been accomplished but we believe there is even more yet to be done before we reach the achievements of the Danes. There is very little concerted effort to teach, in school or out of school, the barest fundamentals of sound cooperative effort. Perhaps this move by the Inter-State will be a beginning.

The field is broad and our contacts over the territory convince us that there is a real demand for more practical information as to what cooperation is and what it is doing. Our first efforts are, we believe, along fundamental lines.

The subjects to be covered will have local application to the problems of today. They will be specific without being technical or involved and can be used in class room study in dairy and general farm courses. Subjects such as tracing down the causes of returned milk, practical methods of guarding the health of

(Please turn to page 11)

Modernizing Milk Testing Laws

Uniform Regulations Urged

REGULATORY LAWS are needed because a few always can be found who are not willing to do the right thing of their own accord. Therefore laws must be made to regulate the conditions surrounding the weighing and testing of milk. These laws should be the same in all states and with that in mind the Field and Test Department of the Inter-State Milk Producers' Association called together the officials of Pennsylvania, New Jersey, Delaware and Maryland, who enforce milk testing laws and regulations in their respective states.

New developments were discussed, proposed changes of laws were suggested and a committee selected to draw up a proposed uniform milk testing law to be brought before the legislature of each state in the milk shed.

License All Buyers

The proposed law would require, in effect, that every dealer in or manufacturer of dairy products who buys from milk producers would be required to procure a license for each establishment where such milk is received. It specifies that where milk is purchased on the basis of butterfat content the test must be made under specified conditions, in an accurate manner, and read accurately. Inspected and approved glassware must be used in making such tests and the work performed by licensed testers where the milk is bought on the basis of its butterfat content.

It is also specified that the samples from which the tests are made must be taken in an accurate manner and this must be done by a properly licensed individual. Tests must be made at least once every sixteen days. A composite sample must be made up of aliquot (proportionate) amounts from each lot of milk or cream and preserved in an air-tight bottle properly labeled or protected. The weigh tank from which a sample is taken must be so constructed as to permit free and complete mixing of the milk.

All samples are to be kept intact on the premises and in a condition suitable to test, after having been tested by the dealer, for a period of ten days after testing to permit a check test should such a test be deemed desirable. The proposed law also requires that the buyer shall notify the seller, by individual report and within two days, the results of

this test. It also requires that the buyer notify the seller of milk either daily or at the time payment is made, of the weight of each daily purchase.

This law would make the owner or manager, the tester, or the person weighing and sampling the milk, any or all of them, responsible for any violation of the provisions of the law. Uniform penalties are provided for any violation except that manipulation of the Babcock test provisions in any way that would defraud the seller of the milk would invoke much more severe punishment by fines and imprisonment.

Laws Are Different

The status of milk testing laws varies in the different states. The New Jersey law is reasonably adequate with power in the enforcement body to establish and enforce new regulations as needed. Pennsylvania needs clarification of meaning in some sections of its present law, a provision to compel the elimination of strainer compartments in weigh tanks and provisions to insure accurate samples and greater accuracy in testing procedure.

The Delaware law is patterned after the Pennsylvania law and needs the same changes as the Pennsylvania law and in addition other changes which would be in line with recent developments. The Maryland regulations are considered inadequate with no provision whatever for proper enforcement. Except for those parts of Maryland selling milk in Philadelphia there has been little support given any move to improve milk testing laws in that state.

Result of Research

The need for more accurate sampling methods is the result of investigations made by F. M. Twining and other members of the Inter-State Field and Test Department in cooperation with Experiment Station experts and dairy company officials. A bulletin on this work can be obtained from Pennsylvania State College by asking for Bulletin 310, Methods of Sampling Milk, by D. H. Bailey.

Every bit of support given these measures in each state will be a real help toward insuring that the weighing and testing of your milk will be done with the greatest possible accuracy. This bill will be introduced in the legislature of each state

soon, following which we will give the name of the representative introducing it and its number so you may ask your representatives to give it their support. Watch for this additional information in the REVIEW.

A New Control Board

New appointments to the Pennsylvania Milk Control Board include Charles T. Carpenter of Glen Moore, Chester County and Paul O. Sunday, Boiling Springs, Cumberland County, announced on January 21, and A. C. Marburger, Evans City, Butler County, announced on January 28.

With the passing of the Pinchot administration the resignations of Edward A. Stanford of Whitemarsh and H. C. Steele of Pittsburgh became effective automatically and the Marburger appointment replaces John A. Barney of Erie. Stanford and Barney were original appointees by former governor Pinchot and Steele replaced H. C. Reynolds of Factoryville who resigned in July.

The new appointments have not been confirmed by the senate at this writing, January 31, and no word has been given out as to which of the new appointees will serve as chairman. All three appointments automatically expire on April 30 when the present control board act expires. These appointments carry a salary of \$6,000 a year.

High Land Tax

"New Jersey has the unenviable distinction of ranking first in all of the states in so far as the farm real estate tax per acre is concerned," Secretary of Agriculture William B. Duryee asserts. "The tax of \$2.30 per acre in New Jersey is at least twice that charged on every acre in New York and Pennsylvania, about seven times the amount prevailing in the Middle West and nearly ten times the tax per acre in the South-Central States."

Young Wife (returning to village after a runaway marriage): "I suppose my elopement was a nine-day's wonder?"

Villager: "It would've been, mum, only Hogben's dog went mad the same evenin' and everybody was talking about that."

The Cooperative Community

Elizabeth M^cG. Graham, Editor

AMONG NEIGHBORS

The California Fruit Growers Exchange, one of our largest and oldest agricultural cooperatives marketed 79.1 percent of the total California-Arizona citrus crop last year, with a 40.4 percent increase in money return, reporting that "The application of AAA to citrus marketing has been an important factor in improving the grower's returns." Over 1,200,000 boxes of citrus fruits were exported by the Exchange directly to 60 foreign ports.

Funds available through the FERA have been put to good use in Ohio where rural schools in cooperative marketing and purchasing have been arranged for rural communities by the Ohio Farm Bureau Federation. Among the subjects which may be selected for study are: marketing of various farm products; cooperative purchasing of farm supplies; problems of cooperatives, and cooperation in other countries. These schools are being organized in every county where as many as ten or more adults make application for any of these courses.

A new type of cooperative is the Capitol District Cooperative, Inc., which owns and operates a 25-acre regional farmers' market in upper New York state. It is controlled by farmers, and the space for 300 farmers stalls has been in demand from the opening of the market.

Oil cooperatives numbering 1500 in the United States did a \$35,000,000 business last year, and were able to return \$5,000,000 to members in patronage dividends.

Canadian cooperatives show a steady growth in the movement since 1915 in number of associations, membership and volume of business. Sales of farm products in the year were in excess of 134 million dollars; purchase of supplies amounted to more than 10 million.

In Pennsylvania

From 1910 to 1930 taxes on Pennsylvania farm lands increased 159 percent, farm mortgages 85 percent and investment in machinery and implements 165 percent, while the value of farm products increased only 47 percent in the same period.

Only four in ten of our 184,151 families in rural homes in Pennsylvania now have running water; only three in ten have electricity or telephones, and only two in ten have heating systems or bathrooms. The State Planning Board recommends effective planning for rural electrical development, and for the studies of power distribution and costs with a view to the possibility of lower rates to domestic and farm consumers.

The readers of Dr. Lyon's column will be glad to know that the absence of her usual monthly article is only temporary, and that they may look forward to her column as usual next month.

Pulling Up By the Cooperative Boot-Strap

IN A poverty-stricken section, down in the Tennessee Valley, a vast effort is underway to put the rural people of an entire region on their feet economically—and cooperation is one of the tools to play a major part. There are two million people in this basin, an area comprising 40,000 square miles lying in a portion of Tennessee, Alabama, Georgia, North Carolina and Kentucky. Here in these mountains, generations of men and women have lived their lives isolated even from neighbors, many in little mountain coves where a starvation existence has been eked out from the mountain side, their homes a cabin shack. The schooling is often little more than life itself. As recently as five years ago there have been counties without a single cow. And pellegra has followed in the trail of the common diet of "molasses and corn pone."

No one who has not seen it can picture the condition existing among these descendants of our early and purest of American stock. Here, individualism has held sway and brought its own results.

Suddenly overnight the spotlight of the nation has been turned on this area. Part of it becomes the site of one of our largest power dams which will one day help to supply the nation with electricity. Dr. Arthur E. Morgan, a Quaker, an engineer, and former president of Antioch College who is directing this vast project has visualized it in terms not merely of electrical power, but of enabling a stranded group of American citizens to rescue themselves. Opportunity has knocked at their door!

He tells the story, in regard to the cooperatives, in the Survey Graphic.

"First, is an effort to learn the existing conditions. A survey is being made county by county to discover what industries, large and small, now exist, what crops are raised, what are consumed at home, what are exported. We are trying to discover how many excess workers there are in each county, and how they are distributed. A geological study is being made of mineral resources, including metallic ores, ceramic materials, plant ingredients, and raw materials for chemical products.

"Half a dozen cooperative canneries are at work in counties where a large part of the population was on public relief. The workers are paid partly in money and partly in assorted cases of canned foods which will lighten the relief burden for the coming winter. Varied and well-proportioned diets have been worked out so that families will be provided better with food than in the years past. Arrangements are under way at these canneries for processing drought cattle shipped from the West for fattening in mountain-pastures.

"Two cooperative creameries and two poultry-raising cooperatives are in operation. The adjoining region cannot raise good seed potatoes, but ships them from the north, with the freight and handling costing more than the potatoes. Two or three high mountain counties in North Carolina are exceptions, for at elevations of 3000 feet or more good seed potatoes can be raised. It happens that in these counties nearly half the families were without resources and on public relief. A seed potato cooperative has been formed and an excellent crop has been raised by these farmers with very little encouragement. This

promises to be a permanent cooperative industry for one locality.

"While these experimental cooperatives are actually under way, plans are nearing completion for cooperative undertakings on a much larger scale. These plans include cooperative production and sale of split-oak shingles, the home production of a variety of wood products, and the production, collection and sale of handicraft products such as knit goods, rugs, bed quilts and other textiles.

"If America were cooperative-minded the growth of this kind of industry might become a dominant factor in the economy of the region, and we should be on the way to limit exploitation by business for private profit. Right here, however, realism compels us to admit limitations. Cooperation is not a charter written on paper, but an attitude toward life and a habit of thought and action. That attitude and habit are of slow growth. It is well to make beginnings to discover unexpected readiness to cooperate, and to provide counsel and guidance. To run too far beyond the existing temper in setting up forms, is to court failure."

The Ladder

"Workman, what do you make with saw

And plane and these stoutly fashioned bars?"

"I am adding as many rungs as I can To this ladder with which to scale the stars."

"Did you make it all?" "Ah no, long since

In the ages past it was begun; But the ladder is still far, far too short

So I toil from dawn till the set of sun."

"Do you hope to mount the ladder soon That you labor thus and never stop?" "My dream is not so near; I work That my son's son's may climb to the top."

by ADELAINE LOVE
—In the Survey Graphic.

There is a crusading spirit, an indomitable will of accomplishment in cooperative organizations that does not exist in the political field, that does not exist in the commercial field. Those who would destroy cooperatives or feel that cooperatives can be destroyed reckon without the knowledge of that crusading spirit. This crusading spirit in cooperative movements cannot be duplicated in movement based upon either the desire of government overthrow, such as the communistic activity, or the selfish individual endeavor for advancement, or in movements subsidized by commercial interest. I know of nothing that can substitute for or rival this crusading spirit when tied into group movements of people through cooperative enterprise.

—FRED H. SEXAUER

Splendid Programs at Local Meetings

County-Wide Meeting of Five Locals

The Washington County branch of the Inter-State Milk Producers' Association, comprising five locals, met at St. Mark's Parish House, at Lappans, Tuesday evening, December 18, 1934. The program opened by a broadcasting skit, entitled "Butter Late Than Never," given by Mr. and Mrs. Norman Shervin, assisted by Miss Pauline Poffenberger. The 4-H boys club of Lappans gave a little play, entitled "Cool Hollow Graveyard." Ten girls of the 4-H Club of Lappans gave a little play called "Wall Flower." Several musical numbers were given by the Moats Brothers.

Mr. Downey, the chairman, introduced Mr. Grover C. Jenkins, one of the delegates to the recent meeting held in Philadelphia, Pa. Mr. Jenkins urged all to keep in touch with their state and national representatives, so as not to lower tariffs on any of the oils imported into this country, that are used in the making of oleo.

The next delegate, Mr. Ira Downey spoke very highly of the group that went from this county. Mr. Amos Reeder, was unable to attend and Mr. Cecil Haines read his report. Mr. Clarence Mason, another delegate, is in the hospital at the present time and unable to attend. Mr. R. F. Weagley was then introduced and gave an interesting account of the convention, which was opened by greetings from the Mayor of Philadelphia. Every meeting was attended by all delegates. Miss Mary Mims, a social worker from Louisiana, made quite an impression. She stressed organization as being helpful to all farmers. Mr. Lauterbach, member of the AAA of Washington talked at the Annual Meeting.

Mr. Weagley spoke far standard regulations for all states, not for any single state. The membership in the Farm Bureau has increased the past year by 36%.

Mrs. Roy Weagley reported on the ladies meeting. Dr. Lyons of the REVIEW greeted the women. Mrs. Briggs, chairman of the Women's Committee reported on the National Milk Producers' Federation Convention. The three points conveyed were as

follows: "That we cooperate and control dairy products; second, in dairying the productive unit is the whole family, therefore we should have the whole family interested in our organizations; third, we should train ourselves to select leaders of a loyal, trustworthy type, well informed or willing to be informed. Mrs. Harry Williams, chairman of the Home and Community Committee of the Maryland Farm Bureau said, "We have been told all about economics in the home but that is not enough, women must be interested in the economics of agriculture." Dr. Dennis said that the step must fit the situation. If there is to be a better tomorrow, we must learn what cooperation is and then having learned, be willing to put it across.

The orchestra gave another selection, which was as peppy as the talks preceding.

Mr. B. H. Welty, President, Inter-State Milk Producers' Association, was introduced and his subject was, "What Is In Prospect for the Milk Producer." He spoke of the fact that you had to be on the watch to protect the farmer's interest always. Starting with the boys and girls he stressed the fact that all must work together for the best interests of the farmer. That he must be on the alert to fight for the interests of all and that by standing together and cooperating the results will be quite surprising.

It was a very wide awake, interesting meeting and thoroughly enjoyed by all present. Refreshments were served by members of the local unit.

(Mrs. Fay C. Cooper.)

From Waynesboro—

Nearly seventy-five men and women interested in the production of milk attended a local meeting of the "Inter-State" in Waynesboro, Pennsylvania, the first week in January.

A plea for continuance of the Milk

"Cooperation is not a charter written on paper, but an attitude toward life and a habit of thought and action."—ARTHUR E. MORGAN.



Control Board came from B. H. Welty, President of the parent Inter-State organization, in his address before the meeting. Mr. Welty stated that at the present time there was no positive indication of an increase or decrease in milk prices. He explained briefly the slight fluctuations in the various classes and the causes.

He explained that the conditions under which the milk industry and all other industries have been working for the last year and a half were unusual. The Milk Control Board set up by the state government as a relief measure proved an effective agency in some sections and in others it proved a hardship. At the present time it would be a bad time to discontinue its assistance is the feeling of cooperatives.

Paul C. Moomaw, Franklin County Assemblyman, was our next speaker. He declared that every effort would be made to maintain the high tariff on oleomargarine. He also touched briefly on the subject of cash relief and what effect it would tend to have on the milk industry.

Wilbur F. Barkdoll, delegate from the local to the annual meeting, presented his report which proved very interesting to all present. Frank N. Miller, local president, presided at the meeting. Following Mr. Moomaw's address the meeting was turned into an open forum in which the milk question was freely discussed.

(Mrs. Herbert Lehman.)

From Martinsburg—

We had another of our interesting West Virginia meetings a few weeks ago, at Martinsburg. The group was small, but wide-awake, informative and interesting. Mr. Van Metre and his son, both of whom attended the Annual Meeting, gave instructive reports and asked several questions concerning matters that had come up. Mrs. Dunning told of the ladies' part in the

(Please turn page 15)

OUR FARMERS' EXCHANGE

Use the attached coupon in sending your want ad to OUR FARMERS' EXCHANGE—it is an excellent method of bringing to the attention of other REVIEW readers supplies you wish to sell, buy or exchange, and for help or situations wanted.

The rate is 5 cents a word. Each initial and abbreviation counts as a word. Minimum charge is \$1.00 per insertion.

The rate to members of Inter-State Milk Producers' Association is 4 cents a word, 80 cents minimum charge per insertion. Payment must accompany order.

Your ad will appear in the March issue if you get it to our office by March 2.

MILK PRODUCERS' REVIEW, 219 N. Broad St., Philadelphia

Please carry in next available issue my advertisement of _____ words for which

I enclose \$ _____ I want this advertisement to appear in _____ issues

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Position Wanted

POSITION DESIRED by experienced HERDS-
MAN and farm manager, married, two small children,
best references. Desires quick connection. Alfred
Rogers, Lumberville, Pa.

Fencing

ELECTRIFIED FENCES reduce costs 80%.
Controllers for 110 and 32-Volt current. 30 days
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CLEAR CREEK FARMS, Everett, Penna. Offer
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FOR SALE—Wilson Soy Beans, Bountiful Snap
Beans, GOOD QUALITY SEED, GERMINATION
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Md.

Our GERMAN SHEPHERD pups make ideal
farm dogs. Improved strains sure crop SEED
CORN, Margloves and Pritchard tomato SEED.
VEGETABLE and flowering PLANTS. Aaron
Glick, Lancaster, Pa., R. 4.

Resolutions Passed at Annual Meeting

We are printing herewith the last
of the resolutions passed at the
Eighteenth Annual Meeting of your
association. Lack of space prevented
us from carrying all of them in the
December and January issues of the
REVIEW as originally planned.

Favor Simple Bacteria Test Methods

WHEREAS the Department of
Health of the Commonwealth of
Pennsylvania through the Bureau of
Milk Control has issued instructions
to dealers that samples taken at
receiving stations and Milk Plants
for analysis for bacteria counts to
be used as a basis of payment to
farmers, and

WHEREAS such a system of taking
samples we believe would subject
our milk to contamination during
the process of taking samples and

would not secure a representative
sample of all the milk delivered at
any one time, and

WHEREAS such a system of taking
samples would involve additional
expense to the dealers and such
expense might eventually be passed
back to the producer, thereby effect-
ing his price, and

WHEREAS the present system of
taking samples that has been used
in the Philadelphia market for a
number of years has proven entirely
satisfactory, and

WHEREAS Standard Methods to
which the present law refers, re-
garding the taking of samples was
written for the express purpose of
directing official boards of health in
the collecting of samples and was
never intended to cover the taking of
samples for the payment of premi-
ums to producers.

THEREFORE, BE IT RESOLVED
THAT we the members of the Inter-
State Milk Producers' Association
in Annual Meeting, Tuesday, No-
vember 20, 1934, do respectfully
petition the Pennsylvania Depart-
ment of Health to recognize the
taking of samples from the weigh
tank or the outlet valve of the weigh
tank, and permit sampling and
handling of bacteria analysis for the
purpose of paying premiums in such
a manner as may be mutually
agreed upon between the respective
producer organizations involved and
the dealers in the respective markets
throughout the State.

Eliminate "Cash-and-Carry" Differential

WHEREAS, we believe the permis-
sion of a lower chain store price
differential is unfair to the distribu-
tor and in turn works a hardship on
the producer in a great many cases.

THEREFORE BE IT RESOLVED
THAT THE Inter-State Milk Pro-
ducers' Association use all its influ-
ence and ability to have this price
differential removed by petitioning
and demanding its removal from
the Pennsylvania Milk Control
Board.

Presented by Eugene Etter,
Secretary, Mercersburg Local.
(Referred to the Legislative Com-
mittee of the Association.)

Continue Oleomargarine Tax

We oppose any effort or movement
to change Federal laws or Pennsylva-
nia State laws with relation to oleo-
margarine. These laws have, over a
long period of years, shown their
effectiveness and usefulness as mea-
sures to insure and protect public
health and as protection to the
dairy farmer.

We urge, however, that the United
States Congress enact legislation
which will clarify the provisions of
602½ of the Revenue Act of 1934
insofar as this act applies to pro-
cessing taxes on imported fats and
oils. Rulings have been made by
the Internal Revenue Department
which may destroy the ends desired
by our Agricultural groups when
they supported this legislation.

We desire to have this law clar-
ified and tightened up so that every
pound of such imported fats and oils
and the products thereof may be
subjected to the tax imposed by
Congress.

Enforcement of Anti-Filled Milk Law

We recommend and request that
legislation be enacted by the next
Congress which will provide for
placing the enforcement of the
Federal Anti-Filled Milk Law in the
hands of the Pure Food and Drug
administration of the Department of
Agriculture. To enable the Food and
Drug Division to enforce vigorously
this legislation, we further recom-
mend an appropriation by Congress
of not less than \$20,000 to accom-
plish this purpose.

Remarkable Production

Ivo V. Otto, a director of the
Inter-State Milk Producers' Asso-
ciation from Carlisle, Cumberland
County, Pennsylvania, was given a
signal honor at the Pennsylvania
Dairymen's Association banquet on
January 24. On that occasion he
was presented with a shield by the
Pennsylvania Federation of Holstein
Clubs in recognition of the highest
known 15-year average production
of a herd in a dairy herd improve-
ment association. His herd of 19
cows averaged 13,119 pounds of milk
and 447.3 pounds of butterfat per
cow per year during that period.

For Your Meeting

(Continued from page 6)

the herd, the fundamentals of coop-
erative service, etc., will be covered.

These subjects are now being
developed for presentation and oth-
ers will be added as the need arises.
In every case where cooperation is
mentioned the broader aspects and
the fundamentals of successful co-
operation will be stressed. Coopera-
tives of many types, with records of
performance, will be drawn upon to
illustrate such principles.

Should any club or group or a
vocational agriculture class wish to
use this service—or to obtain more
information about it—we urge its
leaders or a member of the group to
write to the Field and Test Depart-
ment, Inter-State Milk Producers'
Association, 219 N. Broad Street,
Philadelphia, Pa.

Borrow and Purchase

Production credit associations will
have plenty of business if they do no
more than finance a part of the time
sales now made to farmers upon
which they pay from 20 to 40 per
cent interest, said Governor W. I.
Myers, of the Farm Credit Adminis-
tration to the presidents of the 12
production credit corporations. "I
have no idea that the 620 production
credit associations will supplant
much of the business now being
done by country banks," added
Governor Myers, "and they certainly
will not confine themselves to
financing time sales.

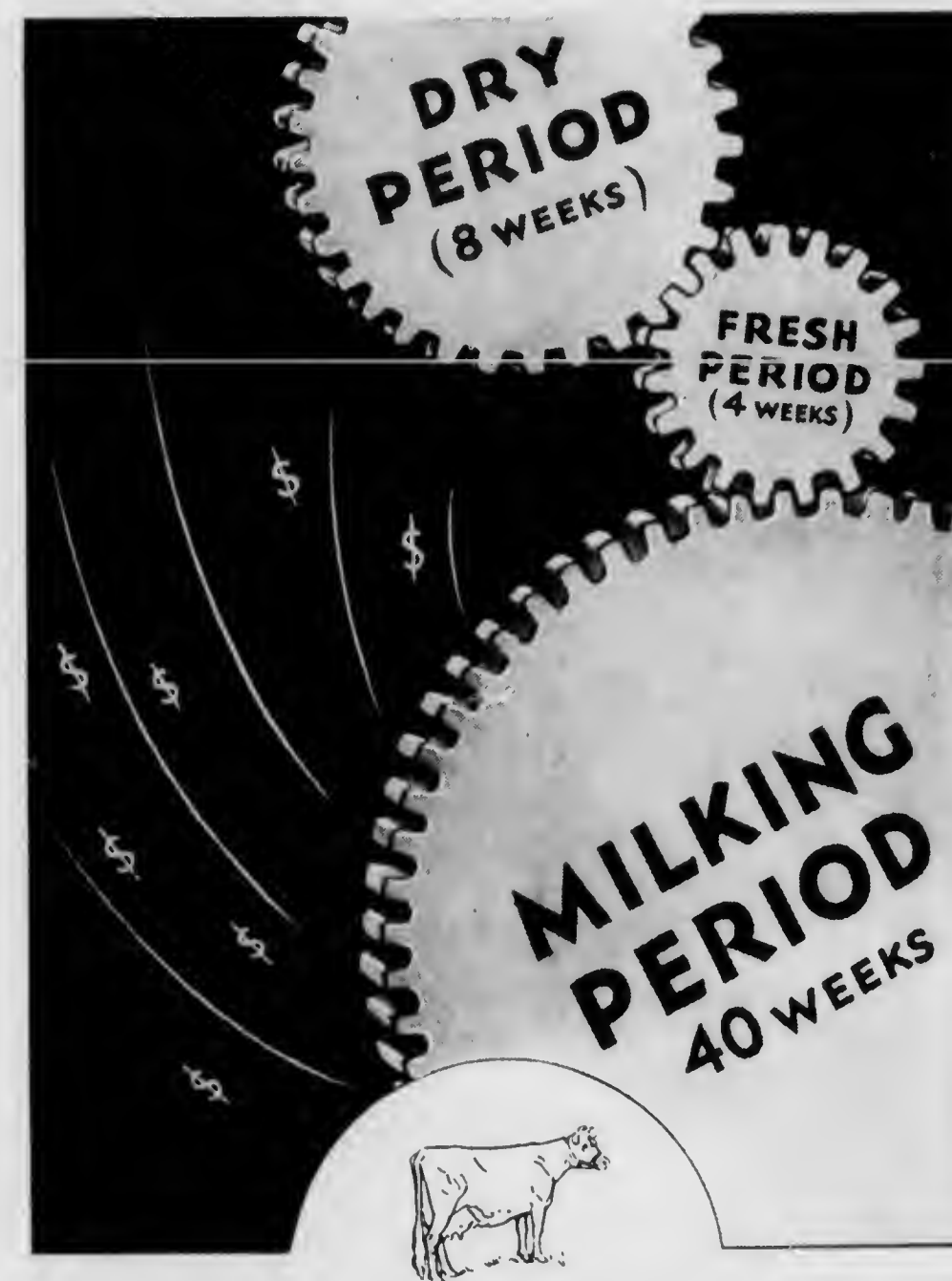
"Among other activities, we must
try to get farmers to do less pur-
chasing on time with accompanying
high charges on interest rates and
more buying for cash, using where
necessary, funds rented from pro-
duction credit associations at low
rates."

Governor Myers indicated he ex-
pected farmers to utilize these new
institutions in much greater volume
this year than last.

Every milk producer supplying a
fluid market milk should be inter-
ested in the new government circular
number 336-C, "Cooling Milk on
the Farm with Small Mechanical
Outfits." A copy may be obtained
from the Government Printing Office,
Washington, D. C. The price is 5
cents. Milk coolers using electricity,
small gasoline motors, and kerosene
burners are discussed.

Put off until tomorrow what
shouldn't be done at all.

Mention the REVIEW when writ-
ing to its advertisers.



MILK POWER!

THE POWER OF A COW'S milking period is more or less reg-
ulated by her dry and freshening periods. Difficult calving,
udder trouble and the like slow up milk production. The *Purina
Cow Plan* provides a definite way of feeding during the 8-weeks'
dry and 4-weeks' freshening periods to ward off cow troubles
and to build up reserve milking power.

Remember this, too! Cow Chow and Bulky-Las do not replace home-
grown feed. They supplement to make your own feed worth more. So get
the services of the trained man at your local Purina store. He has qual-
ified with the Purina Research Department to give you special service on
balancing your home-grown feed and eliminating cow troubles.

PURINA MILLS • 854 Checkerboard Square • ST. LOUIS, MO.



Kerr Wins

CENTRAL N. Y. CONTEST
W. Leghorns, pen of 10
 Average 261 eggs, 270 points.



WINNING as usual. Watch later announcements. Kerr's Lively Chicks come from strong laying ancestry. 27 years breeding for laying. 120,000 breeders carefully culled, banded, and blood-tested for pullorum disease (B.W.D.) by tube agglutination method. Get the Kerr blood lines for 1935. Strong. Full of vigor. They live, thrive, grow. Write for

free Chick Book and prices. Compliance Certificate No. 8266.

Kerr Chickeries, Inc.

47 Railroad Ave. Frenchtown, N. J.

Branch Offices: N. J.—Paterson, Trenton, Camden; N. Y.—Binghamton, Middletown, Schenectady, East Syracuse, Kingston; Penna.—Lancaster, Scranton, West Chester; Mass.—West Springfield, Lowell; Conn.—Danbury, Norwich; Del.—Selbyville. (Address Dept. 47.)

When Writing These Advertisers Tell Them You Saw Their Ad In the Milk Producers' Review



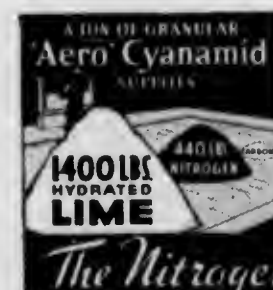
THE clover catch is poor... Old sods were injured by drouth... There is no carry-over of hay. You will be short of feed again next winter, unless you do something drastic about it.

The HAY CROP offers the BEST OPPORTUNITY to PRODUCE MORE FEED to meet this emergency

FERTILIZE your best sods WITH 'AERO' CYANAMID

And grow an extra ton of hay to the acre at a cost of \$5. There is no other way to get extra feed at so little cost. Cyanamid-fertilized early-cut timothy hay is good dairy-cow hay.

and Don't Forget— AERO Cyanamid on good pastures produces twice as much grazing—beginning 2 weeks earlier.



Write for Leaflet X-320, 'Aero' Cyanamid for Pastures, and X-321, 'Aero' Cyanamid for Hay.

AMERICAN CYANAMID COMPANY
 Manufacturers of 'Aero' Cyanamid and 'Ammono-Phos'
 30 ROCKEFELLER PLAZA NEW YORK, N. Y.

The Nitrogen Fertilizer that Sweetens the Soil

New Winter Barley

That at least one-third of Maryland's wheat acreage will be replaced by a new winter barley developed by plant breeders of the Maryland Experiment Station, when sufficient seed is available, is the opinion of Professor J. E. Metzger, assistant director of the Station. He estimates that it will save the farmers of the state an amount running into millions of dollars on their feed bills.

The new winter barley is a hybrid resulting from crossing a smooth awned spring barley with a hardy winter barley. It has long been recognized that the chief deterrent to use of winter barley is the presence of barbs on the awns.

The straw of the new barley is much relished by animals and may be fed safely because the dangerous awns are eliminated.

Milk Prices in Wisconsin

An average price of \$1.25 per hundred pounds was paid for milk in Wisconsin during December according to the Wisconsin Crop and Livestock Reporter. This was the highest figure since in 1931. Milk used in cheese making averaged \$1.18, for butter \$1.20, for condensaries \$1.35, and fluid milk averaged \$1.53. The revised figure for November was \$1.20 instead of \$1.18 as reported last month.

Production per cow decreased about 5 percent and the number of cows was almost 5 percent less than on January 1, 1934, resulting in a 9.6 percent drop in production for the state. Total milk production in Wisconsin is estimated at 10,280,000,000 pounds in 1934, 5 percent less than in 1933.

A thing done right today means less trouble tomorrow.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of December, 1934:

	NO.
Butterfat Tests.....	3940
Plants Investigated.....	30
Calls on Members.....	260
Quality Improvement Calls.....	5
Herd Samples Tested.....	563
Membership Solicitation Calls.....	43
New Members Signed.....	8
Cows Signed.....	52
Transfers of Membership.....	5
Microscopic Tests.....	10
Brom Thymol Tests.....	60
Meetings Attended.....	16
Attendance at Meetings.....	546

Pasture Fertilization Grosses \$48 Per Acre

Forty-six acres of grassland under rotation management on the Wyker Farm of the North Branch of the New Jersey State Agricultural Experiment Station, at Boermeville has resulted in a total gain of 12,909 pounds in the weight of 62 senior yearling Holstein and Guernsey heifers in 171 days.

In announcing the results of intensive pasture experiments, Carl B. Bender, Assistant dairy husbandman at the Experiment Station reports that less than \$50 was expended this year for fertilizer to achieve this average daily gain in weight of 1.29 pounds per head.

"This outlay was for nitrogen fertilizer alone," Prof. Bender explains. "Calcium cyanamid was used for the earliest grazed grass, sulphate of ammonia for the second early grass, and nitrate of soda for the June applications. These returns are not the result of the nitrogen fertilization alone, but act hand in hand with the previous treatments of lime, superphosphate, potash and manure, plus good management practices.

"The maximum annual expenditure on this acreage will not run over \$200 and some years will be as low as \$50. If we translate these pasture returns in terms of replaceable feed units at the present market price for hay, grain and silage, we find that this 46 acre pasture was worth \$2,141.76, or a gross return of \$48 per acre.

"According to earlier figures, average pasture without treatment might have carried one-half head per acre, or would have returned for the area \$797.18 in replaceable feed. As the result of fertilization and rotation management an additional return of \$1,344.58 was received for the 46 acres, or an additional return of \$27.05 per acre for the season at present feed prices.

Herdsmen's Course

A herdsmen's short course will be offered by the Pennsylvania State College, March 4 to 9. Instruction and practice in fitting and showing all types of livestock will be given. Breeding, feeding, diseases, and management, are among the special subjects.

Wife: "Of course, women are as capable as men. Why, I know a girl of twenty-one who gets the salary of a salesmanager in a big business house."

Husband: "I don't doubt it, my dear. When did she marry him?"

Announcing the Special DE LAVAL MULTI-PURPOSE SEPARATOR



The Multi-Purpose machines are furnished in a variety of styles and sizes and may be equipped with electric motors or Universal Power Drives. They are very easy to keep in a clean and sanitary condition.

- Standardizes Milk
- Clarifies Milk
- Separates Cream
- Makes Home Dairy Spread

THIS new De Laval Separator has a combination of advantages and uses never before incorporated in a cream separator. It can be used for standardizing or raising the butterfat content of whole milk to any point desired, and while it is standardizing it is also clarifying the milk so that all sediment and extraneous matter are effectively removed.

In addition it can be used as a regular separator to produce cream of any desired thickness, and also to make Home Dairy Spread, which is a cream testing as high as 75 per cent in butterfat and is so thick that it forms an excellent spread.

To standardize milk with this machine, all of the milk from a milking is run through it. The bowl is adjusted so that a small amount of skim-milk is withdrawn from the skim-milk discharge of the machine and the remaining whole milk, which is delivered from the upper discharge spout of the separator, tests higher in butterfat.

See your De Laval dealer concerning this new Multi-Purpose Separator, or mail coupon below for complete information. In addition to this separator there are four complete series of De Laval's, providing a separator for every need and purse—each the best of its class.

DE LAVAL MILKERS

DE LAVAL Magnetic and Utility Milkers milk cows better, faster, cleaner and cheaper than any other method of milking—that is the reason for their widespread use and popularity. There is nothing which will put more profit and satisfaction in your business than a De Laval Milker. Outfits furnished in a great variety of styles and sizes, for every need and purse. See your De Laval dealer or mail coupon.



MAIL COUPON TODAY

THE DE LAVAL SEPARATOR CO., Dept. 9320
 165 Broadway, New York, N. Y.

Please send me information on the following machines I have checked:

- Multi-Purpose Separator..... ☐
 Regular Separator..... ☐
 Milker..... ☐

I milk..... cows

Name.....
 Address.....

ROHRER'S 1935 Seed Catalog Is Here

Write for this **IT'S FREE**
 Big, New Book Today

EVERY dairy farmer will want Rohrer's new 1935 Seed Book before ordering any seeds this year. It's printed in clear, readable type and it tells you all about the finest seeds we've ever had. It has lots of valuable information too, like how to get better crops from the right seed for different soils. You'll want this book to help you grow more bushels per acre. Fill in and mail the coupon now and the book will come right back to you—absolutely free.

Seed Potatoes • Alfalfa • Seed Oats • Timothy
 Seed Corn • Clovers • Field Peas • Grasses
 Garden Seeds

—P. L. ROHRER & BRO.—

BOX 10, SMOKE TOWN, LANC. CO., PA.

Send me a copy of your 1935 Seed Book and price list.



Name.....

Address.....

Fluid Markets Steady Manufactured Milk Higher

THE LOCAL fluid milk market is holding up very well with sufficient milk to meet all needs but no burdensome excess over current demand. With the approach of flush dairy production dealers are more hesitant about taking on additional producers but a few dairies are being placed. Incidentally, there has been little demand for changes of dealers or finding of new markets. A tendency has been noted in some instances toward eliminating the grade A bonus on minor pretexts and it is practically impossible for B producers to be transferred to an A rating.

Prices for Class I milk remain the same throughout Pennsylvania and the entire Philadelphia milk shed. This base price of \$2.60 f.o.b. Philadelphia has not been changed since August 25, 1933, when the Philadelphia milk marketing agreement went into effect, except for a short period at \$2.50 under control board order 13.

SEED OATS . .

SENSATION—One of the most productive oats in cultivation. 75 bu. and upward per acre are frequent, with large, white, meaty grains weighing 42-44 lbs. per measured bu. of the highest quality. You should by all means try these oats. Get our exceptionally low price in quantities. Also Clover and Timothy Seed, Velvet, Barley, Soy Beans, Woodburn, Clarage and White Cap Seed Corn. Write for samples wanted and Catalogue. THEO. BURT & SONS, Box 91, Melrose, Ohio

"WEST VIRGINIA" AGRICULTURAL LIME

Write for booklet, sample and delivered prices.
WEST VIRGINIA LIME CO.
Plant: Charles-Town, W. Va. Office: Roanoke, Va.

WHAT PRICE IDEAS?

That is what every piece of good printing is—AN IDEA

If you would be interested in a good printer's idea about good printing, we are at your disposal at any time.

Call, write or phone
West Chester No. 1

Horace F. Temple
Incorporated
WEST CHESTER, PA.

would become an important influence.

Feed prices are high, the highest in years as compared to the purchasing power of dairy products. This has been the most important influence in reducing the production of milk for manufactured products and in stimulating the slaughter of old, damaged, and border-line dairy cows which cannot show a profit now but which furnished an outlet for cheap feed a year ago.

JANUARY BUTTER PRICES

Date	92-Score	Phila.	New York	Chicago
2	33 1/4	32 1/4	31 1/4	
3	33 1/4	32 1/4	31 1/4	
4	34 1/4	33 1/4	32 1/4	
5	34 1/4	33 1/4	32 1/4	
7	34 1/4	33 1/4	32 1/4	
8	35 1/4	34 1/4	32 1/4	
9	35 1/4	34 1/4	32 1/4	
10	34 1/4	33 1/4	32 1/4	
11	34 1/4	33 1/4	30 1/4	
12	33 1/4	32 1/4	29 1/4	
14	33 1/4	32 1/4	30 1/4	
15	34 1/4	33 1/4	31 1/4	
16	33 1/4	32 1/4	31 1/4	
17	34 1/4	33 1/4	31 1/4	
18	34 1/4	33 1/4	32 1/4	
19	34 1/4	33 1/4	32 1/4	
21	35 1/4	34 1/4	33 1/4	
22	35 1/4	34 1/4	33 1/4	
23	36 1/4	35 1/4	34 1/4	
24	36 1/4	35 1/4	34 1/4	
25	36 1/4	35 1/4	34 1/4	
26	36 1/4	35 1/4	34 1/4	
28	36 1/4	35 1/4	34 1/4	
29	37 1/4	36 1/4	35 1/4	
30	37 1/4	36 1/4	35 1/4	
31	38 1/4	37 1/4	35 1/4	
Average	35 1/4	34 1/4	32 1/4	
Dec., 1934	31.95	30.95	29.50	
Jan., 1914	20.82	19.84	19.37	

Urges Milk Control

Harry E. Taylor, secretary of the New Jersey Farm Bureau, in urging continuance of milk control says, "The milk industry of the state is in no position to take care of itself today. If we dropped milk control, the industry would relapse into the 'chiseling' stage. This fact is acknowledged by dealers as well as farmers. The Governor also is in favor of continuing regulation of the industry."

January Prices at Principal Markets

Prices f.o.b. market except as noted

Market	Class I 3.5%	B'fat differ- ential	Retail Price "B" milk
sPhiladelphia	\$2.60	4¢	11¢
sPittsburgh	2.48	4	11
sIndianapolis	1.67	3	10
sNew York City*	2.445	4	13
sWashington	2.67	7	13
sBaltimore	2.38	5	12
sDetroit	2.25	4	11
sMilwaukee	2.15	3	10
sBoston†	2.594	3.8	12
sChicago‡	2.00	4	10
sColumbus, O.	2.00	3	10
sSt. Paul	1.95	3	10
sProvidence	3.32	3.8	12
sAkron	2.35	3.5	11
sHartford	3.405	4	14
sLos Angeles	2.345	6.7	12
sOklahoma City	2.40	4	11
sSt. Louis	2.00	3	11
sLouisville	2.18	3	12

*—Under Federal milk marketing license.
†—Under State control board supervision.
‡—201 mile zone. †—191 mile zone.
§—70 mile zone.

Local Meetings

(Continued from page 9)

Annual Meeting and explained some of the things that we hope to be able to bring about in our local groups, and Mr. Dunning answered various questions. A splendid cooperative attitude prevailed throughout somewhat lengthy discussions! Mr. McClung, the County Agent, spoke for a few minutes of local conditions and told us he would do all he could to help us. "Lassie" and "Man's Best Friend," (two Dairy Council films), nicely topped off the evening.

Jersey Regulations

A dapper looking chap from town, came driving in one day,
And said he'd like to see the cows, and bull,
too by the way.
So I took him to the barnyard gate, I knew
he's going to call,
And drove old sookies gently in, and chained
each in their stall.
He carried in his hand a mug—dressed up in
mourning cloth,
He squatted down beside each cow and
squeezed from her some brath—
He told of all the wondrous works, brought
on by the depression
And said the farmers all must meet the
"Jersey Regulations."
The cows must have a bath, he said, you must
not use them mean,
The water used in bathin' them must surely
have chlorine,
The milking stools must metal be, and kept
in some clean place.
The uniform the farmer wears should at the
knees have lace.

He looked the sookies over well, their eyes,
and ears and nose,
And wondered if these cows e'er had the nails
trimmed on their toes.
He pushed the door to the barnyard lot, and
he broke into a heal,
You've got to clean this yard at once and keep
it clean and sweet.
You've got to puncture yonder wall, and wheel
the stuff away.
It doesn't matter rain or shine, I want it
done each day.
You've got to have a separate ward, or a
maternity for mother,
The baby's cries might do some harm to one
cow or another.

You've got to box the horses off, without any
hesitation,
To meet the much demanded rules of the
"Jersey Regulations."
You've got to have cemented floors, with closed
up gutters tight.
The windows must be just the size, to let in
proper light,
You've got to ceil above the cows, no dirt must
dare come through.
All doors must be self closing type, that close
right after you.
You've got to have a milk house built all sleek
and painted dandy,
With windows screened, and racks, and such
that'll make all things quite handy,
You've got to have a cooling tank and some
sort of frigidation,
Or else they'll say you're out of luck with
the "Jersey Regulation."
Your pails must all be boiled and stewed and
placed upon the rack.
The seams must all be soldered tight, they
must not show a crack.
The water used to clean these pails must also
pass inspection,
And if it fails to make the test you mustn't
ask a question.

—"West Chester Daily Local News."

If these headlines meant YOU . . .



YOU see them in the paper almost every day. "Held for damages. . . . Man sued for accident . . ." They mean that some one is going to pay the bills—bills that sometimes run into thousands of dollars. And in these days of crowded highways and streets it may just as well be you who is held responsible.

Don't take a chance. A policy with us protects you against this risk. We assume all lawyers' fees, court charges and damages if you are held responsible. The cost is really very little and more than paid for in your peace of mind. Talk to us and find out how little it will cost you.

COMPENSATION

Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

325 S. 18TH ST.

HARRISBURG, PA.

Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in—

☐ AUTOMOBILE or TRUCK INSURANCE
Make of Car Model

☐ COMPENSATION INSURANCE
Business Payroll

Name

Address

This inquiry does not obligate me in any way.

The Milk Producers' Review a specialized market place FOR

Dairy Farm Equipment

Seeds and Fertilizers

Building Supplies

Dairy Feeds

Insurance

And, in fact, any and all services and supplies used on up-to-date modern farms.

A New Page Size —More Pages

Do you like the new REVIEW?
If so, we would be glad to hear from you as to why you like it, how you think it might be improved, your suggestions for changes and any other comments.

If you don't like the former size and shape, we should be not only glad, but anxious, to hear from you. In such a case tell us why and what can be done to improve the REVIEW.

The REVIEW belongs to its 22,000 readers and in changing the size and shape it was felt that the great majority of you readers would like it better. Your expressions will be a guide to our future policy.

Aids to Quality Milk

One of the first requirements in producing good, pure, clean, healthful milk is the cow herself, explains I. E. Parkin of Pennsylvania State College. Cows in the dairy herd must be healthy as well as clean. Every effort should be made to eradicate tuberculosis and infectious abortion, both of which diseases take an excessive toll each year.

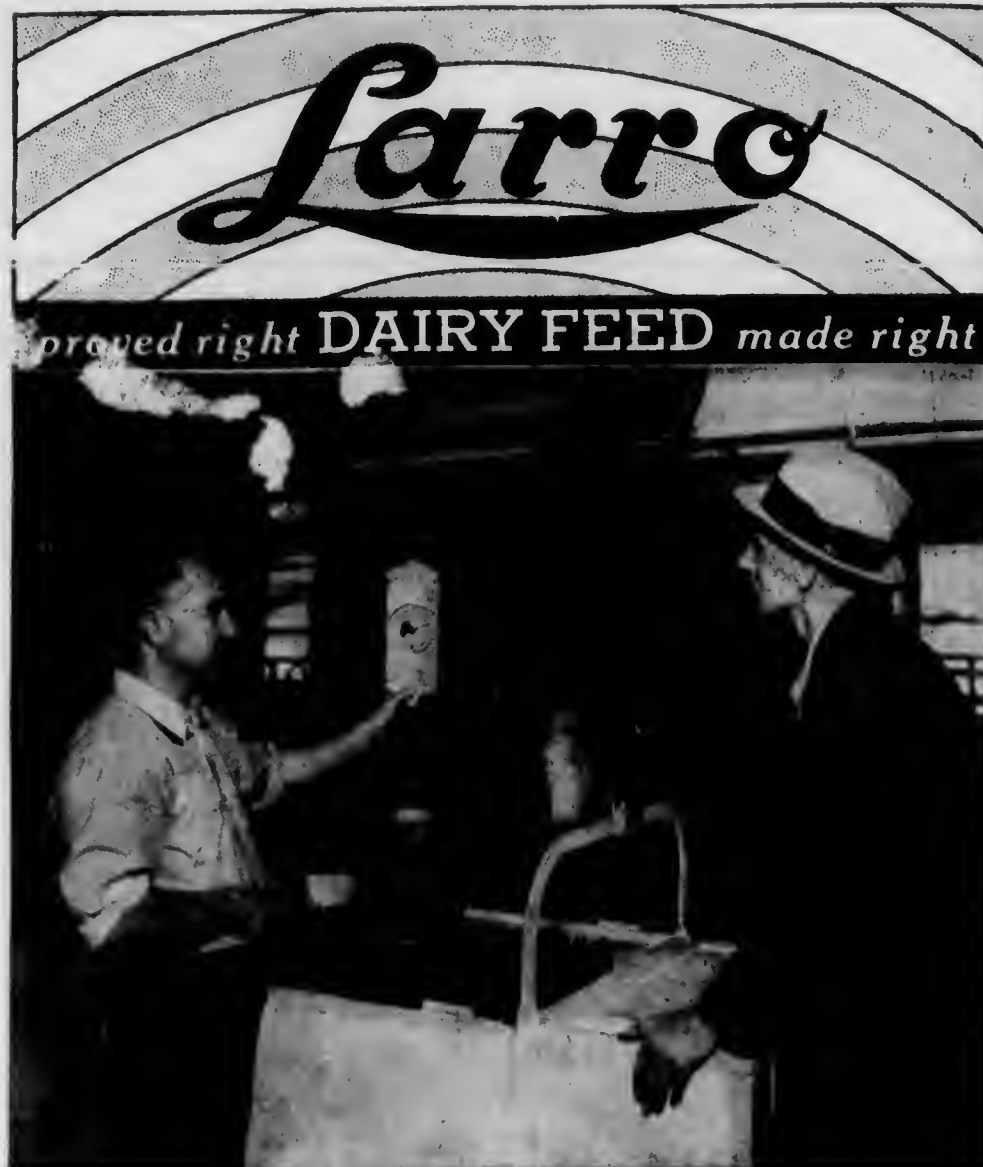
Tuberculosis alone causes a tremendous economic loss besides the effect on human health. There also is great economic loss in infectious abortion. Other ailments interfere with a normal production of milk and also result in a poor grade of milk.

Cows should be given the opportunity to keep themselves perfectly fit and healthy, Mr. Parkin emphasizes. This means housing them in barns that are suitable, comfortable, sanitary, free from drafts, and supplied with proper ventilation and sufficient sunshine.

Cleanliness of the cows and their surroundings helps in producing clean milk. Keeping the barn clean and sanitary is necessary. The cows can be kept clean by clipping the long hair from flanks, bellies, and udders so that dirt will not be collected. These clipped areas can be brushed and then wiped with a clean, damp cloth before milking.

Keeping the barnyards as clean as possible and preventing the cows from having access to manure piles and stagnant pools also helps in the production of clean milk. Manure piles and stagnant pools are great breeding places of flies and bacteria, which contaminate the utensils and lower the quality of milk.

Watch the ads in the MILK PRODUCERS' REVIEW for news of reliable farm and dairy supplies.



Here at Larro Research Farm we weigh the feed to every cow

... and we weigh their milk, too. That's how we get the actual facts about feed. Larro Dairy Feed was developed that way. There is no guesswork about it. We know what it will do because we've been testing feeds for years and we've kept an accurate record of every factor which affects cow health and production.

Do you still try out new formulas?

You bet we do. Larro Dairy Feed must constantly prove to us that it is the most profitable ration for the feeder. We are always comparing it with other feeds.

What are these other feeds?

Some are just variations of the Larro formula which may possibly improve it. Some are radically different formulas. And then, people are constantly coming to us with new ingredients and new ideas about formulas.

Order Larro today from your Larro Dealer. And write for a copy of the ABC of Health, Production and Profit. It's free to dairymen in states east and south of Michigan.

The Larro Milling Company, Dept. O Detroit, Michigan
the better the feed . . . the bigger your profit

INTER-STATE Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE II

Vol. XV

West Chester, Pa., and Philadelphia,

No. 11

Manner of Hearing Protested Association Takes Aggressive Action

February 27, 1935

To Your Honorable Board:
Gentlemen:

This letter is being addressed to you by order of the executive committee of the Inter-State Milk Producers' Association.

When the Koppelman Bill directing the Federal Trade Commission to make a fact-finding inquiry into the dairy industry, including cooperatives, was pending in the Congress

our Association, which is a member of the National Cooperative Milk Producers' Federation, joined in supporting that resolution. We believed that an impartial, thorough investigation of the dairy industry would be of real value to the dairy farmers of the country and to our own members in particular.

When the bill passed we voluntarily offered your honorable body every facility at our command in case you should decide to investigate the Philadelphia milk shed.

We were therefore surprised and shocked to discover, when the public hearing got under way, that the type of investigation was not to ascertain facts but was inquisitorial; and the questions asked were frequently leading and often gave us the impression that the inquisitor was playing to the public and the press.

As an illustration, may we call your attention to what we consider to be a trick that was played upon our sales manager, Mr. H. D. Allebach. Judge Hildrop read a part only of the Capper-Volstead Act which relates to the "one man, one vote" principle, and then asked Mr. Allebach if he did not know that the Inter-State Milk Producers' Association was operating in violation of the

Federal law. It was not to be presumed that Mr. Allebach could remember all of the details of the Capper-Volstead Act which was passed in 1922, and which he probably had not looked at since those days. This question was featured by the press, both metropolitan and rural, and was followed by an editorial in a prominent Philadelphia paper which asserted that our association should be abolished. For some time this paper has been fighting our organization.

It was necessary for Mr. Allebach, upon advice of counsel, to read into the record the next morning an explanation which showed that Judge Hildrop had taken an unfair advantage of him since the Inter-State, a stock corporation, does not pay in excess of 8 per cent dividend on its stock and therefore is within the purview of the Capper-Volstead Act.

Also our association had been previously investigated by the Federal Trade Commission itself; and as late as January, 1934, had been exonerated by the Commission. Further, the Association had had its structure and affairs thoroughly examined by the Court as the result of the suit to which I will refer later in this letter, and had been discharged by the Court.

Notwithstanding this fact your investigators took from our files letters as far back as 1918 and read them into the record in a way calculated to create an impression that the Inter-State Milk Producers' Association, if not violating the law, was engaged in reprehensible practices.

As a result of this unfortunate handling of a public hearing there is much confusion of thought among the farmers who supply the

(Please turn to page 16)

What About This?

PRODUCER confidence in the attitude of the examining attorney at the Federal Trade Commission hearing was shaken during the first hour of the session. At that time Judge John Hildrop read a part of one provision from the Capper-Volstead Act concerning voting by members of cooperatives. That part of the provision read by him is as follows:

"That no member of the association is allowed more than one vote because of the amount of stock or membership capital he may own therein." But the entire provision reads as follows: "Provided, however, That such associations are operated for the mutual benefit of the members thereof, as such producers, and conform to one or both of the following requirements:

First. That no member of the association is allowed more than one vote because of the amount of stock or membership capital he may own therein, or,

Second. That the association does not pay dividends on stock or membership capital in excess of 8 per centum per annum.

Had that omission been read it would have shown the true meaning of the law and would have had the exact opposite effect on the public mind.

Whether the last part of the provision was omitted through carelessness or deliberately is not known to anyone except Judge Hildrop and possibly some of his associates. Not being a lawyer and not being bound under that part of the law Mr. Allebach, of course, did not know what the law provided and therefore could not contradict the implication at that time.

That omission by the examiner deceived the newspapers and through them, the public. False reports went out that the Inter-State was voting illegally. When Mr. Allebach read a correction into the record the next morning no apology was offered, no statement was made by the examiner, though such was demanded of him. Disparaging remarks were made about using legal counsel and working into the night to prepare the contradiction to this terrible mistake. The facts are that the statement was prepared before 5:00 p. m. the same day, revised slightly next morning and then presented.

Although the use of legal counsel on that injustice was disparaged by the examiner, he, a lawyer, only an hour and a half later asked that the hearing be adjourned for 22 hours and 15 minutes (until 10:00 a. m. the next day) so a conference could be held with his associates

(more lawyers) in order to plan their next day's work.

Repeated requests by Mr. Allebach that a letter of apology be given him by Mr. Hildrop were refused. Such an attitude is not understandable because wrongs should be righted regardless of the position occupied by the person who inflicts the wrong.

● A shallow talker seldom makes a deep impression.

FEDERAL TRADE COMMISSION WASHINGTON

OFFICE OF THE SECRETARY

January 4, 1934

Inter-State Milk Producers' Association, Inc.,
Flint Building,
219 N. Broad Street,
Philadelphia, Penna.

FILE NO. 17-8-6525

Gentlemen:

Consideration has been given by the Commission to a preliminary investigation of alleged unfair competition in the matter of Inter-State Milk Producers' Association, Inc., Philadelphia, Pa., and it does not appear that the facts before the Commission require a proceeding by it in the public interest. The file, therefore, has been closed.

By direction of the Commission
(Signed.) Otis B. Johnson,
Secretary.

THE LETTER reprinted above sets forth the findings of the Federal Trade Commission as found by that body just a little more than a year ago, just eight months before their men came to the Inter-State on their second investigation of your association work and records.

The new investigation, although ordered by congressional resolution, and must cover the entire industry, did not specify where the investigation should be made and in face of the clean record given by that body only eight months before, we have had no satisfactory explanation why they came back here a second time instead of selecting some other markets.

We do know that the Inter-State has insidious enemies and we strongly suspect that the same enemies would like to see all sound and bona-fide cooperatives rendered helpless. Whether those enemies thought they could use Trade Commission findings to undermine the good will of this association we don't know. We do know that, as before, the Federal Trade Commission has found nothing wrong with the Inter-State.

Should Be a Good Line

When the story is too good—look out! That is exactly what we fear might be the case with the "enormous profits" on milk by-products intimated by Dr. D. R. Faringer at the Federal Milk Hearing.

Were such profits really obtainable I would try to get into the by-product business myself. The Dealer would probably beat me to it, but then there should be a good living for both of us—if one could get such profits. We certainly do believe that there would be 1000 dealers instead of less than 100 if such profits were available.

The Inquiry—Some High Lights

The question has been raised whether Inter-State members will be able to see a complete transcript of testimony of the Federal Trade Commission inquiry. Our association is not purchasing an official copy (which would cost in excess of \$1,000) but we had stenographers present most of the time who took down questions and answers when Association representatives were on the stand, also when other witnesses referred to the association, and much of the additional testimony. This will be available for inspection by members at any regular office hour. Questions and answers given herewith were taken from those notes and every reasonable effort was made to have them exact in import if not in wording.

ROUTINE QUESTIONS started off the hearing with H. D. Allebach, Inter-State sales manager, the first witness. Questions concerned the history of the Inter-State, its by-laws, scope of territory, membership, election of directors and officers, stock ownership and basis of issuance and voting.

Then came a leading question, put in a manner absolutely unfair and not in any sense a means of finding facts. (See page 2 for details.)

After getting a "No" to that question the matter was dropped as quickly as possible and the subject changed.

Next was a discussion of locals, their management, activity, organization and function. Then the collection of proxies and several questions which were answered officially by Thomas F. Gain in his report to the court on the election of directors held in June, 1934, which, in brief, stated definitely that Inter-State affairs were in good order.

Discussion of Inter-State affiliations followed in which Mr. Allebach told the examiner that the Inter-State is a member of the National Cooperative Milk Producers' Federation.

Dairy Council was next discussed and the statement was made publicly by the examiner "Every time a member produces and markets one hundred pounds of milk their pocket is pinched for the support of the Dairy Council." This was typical of remarks which failed to add facts to the hearing.

Inter-State sales commission was next discussed and with it the activities and services of the association.

Then followed questions and answers concerning the method of bargaining with the distributors and the Class I price to farmers. In this connection Mr. Allebach stated that the present price was satisfactory when first set but that increasing costs have raised the question as to whether producers prices should not be raised now.

This brought on the "cost of production" problem—a question asked practically every witness, a question never answered positively, definitely and satisfactorily by any witness. They all contended, in effect, that a price set to meet one man's cost of production may put another out of business.

A. We have made different studies—they have been made by the State College but I do not have any figures with me on it.

Q. Why do institutions similar to yours run to state colleges?

A. We run to state colleges because they are a neutral party and therefore

information would go across far better than if we got it ourselves.

Q. Don't you sometimes get misinformation from colleges?

A. I do not remember any being given us.

It was then brought out that the control board set the same price for Class I milk that had been set in the Federal agreement. Questions were asked and answered relative to that price, sales commission, Dairy Council check-off of one cent a hundred pounds and hauling charges. Cost of production questions were included.

The question of hauling and control board activity was then brought up and quickly passed to the organization of that board and the passage of the act creating it. Leading questions were asked as to the political activity of the Inter-State in that connection which were answered to the effect that the Inter-State was interested and expressed its desires with reference to protecting the interests of legitimate dairy cooperatives and their members.

Then followed questions about the personnel of the board and the resignation of Dr. H. C. Reynolds, including the demand by your Board of Directors that the entire control board be removed.

The examiner then brought out the July-August, 1934, issue of the "Breeder & Dairyman" of which Reynolds is editor. Quotations were read from it which appeared to be opinions of the editor and others which included certain figures, completeness unknown, which were generally considered as confidential to the Control Board.

Q. If I lend it (that paper) to you, will you read it tonight with your bible and bring it back tomorrow?

A. I will promise to read it, but not with what you mentioned last.

Followed references by the examiner to the milk trust (not defined) which was mentioned frequently in the stories in Reynold's paper. Judging from questions asked, Dr. Reynolds had obtained the sympathy of the examiner.

Q. Do you know anything those commissioners (control board members) ever did against the interests of the farmers?

A. When they put cream prices higher than outside cream and our farmers could not sell their milk I feel that was against our farm group. There was plenty of cream from Pennsylvania that was not bringing the price quoted on our market.

Q. Are conditions any better now than when Dr. Reynolds was on the Board.

A. We have the best market today we have had for several years.

Mr. Allebach was then questioned about the Philadelphia Milk Exchange, an organization which he knows exists, but about the operation of which he knows only by hearsay. As it was purportedly a fact finding hearing and Mr. Allebach did not have facts about the exchange he declared himself unable to give the information requested. Repeated efforts were made through leading questions to tie up the Milk Exchange with price bargaining, but it was finally proved to the examiner's satisfaction that this bargaining was done with dealers as individuals.

The Milk Control Board again and then the Milk Exchange's attitude toward it—questions for which answers were not known to the witness, being only hearsay to him.

Then the Allied Dairy Farmers' Association which Mr. Allebach declared he knew of but not being a member of it he declared his inability to give facts about that group. After several generalities the

Federal Marketing Agreement and its preparation were discussed.

Back to the Control Board and the Allied group, talking about where the Allied is incorporated, where its office is located, that it is not marketing milk and that it had gotten proxies for the 1933 Inter-State annual meeting.

The Dairymen's League was then brought up for discussion, some questions being based on letters written 15 years ago. The letters discussed the wisdom of competing within the same territory for milk and distinctly favored cooperatives working together rather than fighting.

The United States Dairy Products Company was the next subject. Bond and stock selling programs of that company were asked about and efforts to prove the Inter-State connected with them were proved purely assumptive. Later testimony of another witness brought out that Mr. Allebach had protested by letter against the selling of those securities to producers.

Numerous questions, many of them of a technical nature, were asked Mr. Allebach about the financial set-up of the larger dairy companies operating in Philadelphia. These were followed by questions about bargaining, with whom and how often, and the prices now prevailing, percentages of basic and definitions of the various use classifications.

The control board's power to check up was emphasized, yet the examiner apparently failed to comprehend that the percentage represented total fluid sales as related to total basics and that any violation of that principle would open the way for prosecution of the offender.

Q. Does your association have any right under your agreement with the dealers to audit their books?

A. We have no right to audit their books.

Q. Until the control board was established, no one had the right?

A. Until the Federal agreement no one had a right to audit the books of the dealers.

A general discussion of marketing policy followed, especially as to agreements with dealers and conferences on price determinations.

Q. Who calls the conferences, you or the dealers?

A. If a dealer says he wants a conference practically every dealer in Philadelphia gets an invitation.

Q. When was the last time you called the dealers together in solemn conclave to raise the price?

A. We called them in April or May, 1933, again the latter end of August and had a conference then and agreed on a price.

(These two conferences resulted in getting two price increases totalling more than 60 cents a hundred and the price then reached still prevails.)

A comparison of Connecticut and Philadelphia prices, costs and market conditions then followed.

Then followed questions and answers about dealers' spread and how it has varied.

The chain store differential was brought up in which Mr. Allebach repeated the association policy on this matter as follows: "We have never been opposed to it at all provided they will pay the price, take care of their share of the surplus and take the milk seven days a week." In another part of his testimony Mr. Allebach added, in effect, "and if the stores giving a differential do not sell milk as a 'loss leader.'"

(Please turn to page 6)

INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the
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Milk!!!

The Food For All Ages

Fifty Years

Hundreds of friends joined in extending congratulations and good wishes to Mr. and Mrs. Frank P. (Daddy) Willits upon their completion of fifty years of married life on February 18. Letters, telegrams, flowers and gifts poured in from eastern Pennsylvania and other nearby points, many more coming from other parts of the country.

Personal greetings were extended the happy couple by more than a hundred friends who called at their home near Concordville on February 17. Represented in this group were farmers and merchants, lawyers and doctors, rich and poor, all greeting a mutual friend who is beloved by all who know him.

Daddy said at this time, "I don't believe there has been a happier couple anywhere than we have been." Those of you who really know Daddy will agree that he was modest in making this statement.

Correcting a False Report

We don't know whether it was a deliberate attempt to falsely discredit B. H. Welty, Inter-State president, or just a case of plain unadulterated ignorance of the facts, or both, but the statement by H. C. Reynolds concerning Mr. Welty's basic was absolutely untrue.

Reynolds said that Mr. Welty's basic was a certain amount in May, 1934, and a higher amount in June, 1934, with the suggestion that it had been raised because he was made Inter-State president. But the fact is that Mr. Welty's basic was 6446 pounds during that entire

period as set by the rules laid down by the milk control board. It was reduced to 6115 pounds when new basics were allotted, effective October 1. In 1931 before, and in 1932 when, Mr. Welty became an Inter-State director, his basic was 10,633 pounds. These are facts.

The figures given by Reynolds were Mr. Welty's production his production being low in May because of changing herds following a Bang's test clean-up.

Using this as a criterion we are compelled to discount certain other testimony.

What Counts

Fact finding is the job of the Federal Trade Commission. They found lots of them in their five months study of the Philadelphia milk market. Those facts will enable them to obtain and give a complete picture of the dairy situation in this area.

There is much more to it than just the facts found in that study. As one newspaper man said, in effect, the public hearing was made a part of the plan in order to get public sentiment behind their report, that the report would get no place unless steps were made to arouse the public before the report is issued.

Another newspaperman whose articles were more "sensational" than usual for his paper felt that there is something wrong with the dairy industry because his "milk bills are too high."

These incidents do not promise a fair and accurate picture of the dairy industry in this area. They do explain largely the type of word picture painted in the public press, fantastic and distorted, cheating the public of the true information.

We hope that the report to be submitted to Congress by the commission will be based upon facts obtained from the records. Equally important, that report must be prepared by men who understand dairy marketing, who recognize that the law of supply and demand was not repealed by the depression but has been brought to the front by it, that there is competition between farm products and that dairy prices here are determined partly in accordance with competition with dairy prices all over the country. In brief, facts must be faced regardless of how desirable any certain proposals may be in theory.

The opinion of the Commissioners as set forth in its report to Congress will be important. The headlines obtained here should have no weight whatever as they in no way gave a true picture of the inherent soundness of Philadelphia's dairy industry.

MILK PRODUCERS REVIEW

Watch for Your Letter

Reports are sent to members regularly after check-ups of butterfat tests have been made at dealers' plants. Ordinarily, postal cards are used for this purpose but starting in mid-January a letter is being sent each member for one check test report. About 4000 have been sent out up to March 1.

These letters list the services available to all active members of the association, services which have been rendered members for years. Unfortunately some members have not been aware of all of this wide variety of service although they may have had frequent use for it.

Read that letter over carefully when it comes. Note your test, the services available, and the value those services can be to you. The use of cards will be resumed as soon as a complete round of reports has been sent by letter.

Legislation

The legislative situation is developing slowly both in Congress and among our State legislatures. Very few bills directly affecting agriculture and the dairy industry have been introduced as yet.

National legislation for the dairy industry will be handled through the Cooperative Council, except of course, those bills which will be introduced for political purposes and perhaps a few others. The legislative program which will be advanced by that Council, representing cooperative associations from all parts of the country and concurred in by the Grange, Farm Bureau, and Farmers' Union will be discussed as bills are introduced.

Assembly Bill No. 195 introduced in the New Jersey legislature provides for continuing the New Jersey Milk Control Board until June 30, 1937. It provides for a seven-man board with the State Secretary of Agriculture designated as chairman, other members serving on a per diem basis. This bill is understood to have the approval of the Inter-State Milk Producers' Association, Grange, Farm Bureau, Dairyman's League and other farm groups and is considered greatly superior to another bill on the same subject.

Bills to modernize milk testing laws have not been introduced as yet. When this occurs we will enlist your support for them.

Class I Percentages

Publication of percentages of basic purchased at Class I price and in each of the other classifications, as carried in the February REVIEW, met with a hearty response

March, 1935

among association members. Accordingly, we are repeating it this month—but adding to the report by including most of the larger dealers in the sales area and some of the secondary markets.

More and more of the dealers are including this information on their pay slips and we hope all of them will do so as these percentages must be known in checking up on the milk check.

As pointed out in the February REVIEW we regret the lateness of getting this information to you. Though late, you can still use it in checking up and if there is any error we will help you get the proper adjustment.

Basic Utilization Percentages February, 1935

	Class I	Class II	Class III	"A"
Abbott's	87	47*	Bal.	86
Abbott's N.J.	87	4	Bal.	86
Baldwin "B"	89	11	Bal.	
Baldwin "A"	93	7	Bal.	
Delchester	96 5	Bal.		?
Fram	83	11	6	83
Harbisons	100	15	Bal.	71
Martin Century	85	?	?	87
Meyers Dairies	87	Bal.		87
Quaker Maid	(f)			
Scott-Powell	89	Bal.		63
Suburban (N.J.):				
"B"	92 95	7 05	Bal.	
"A"	88 15	11 85	Bal.	
Supplee	86	13	Bal.	73
Wawa Dairy	87	13	Bal.	36
Ardmore Dairy		not available		
Breuninger		not available		
Castanea		not available		
Clover		not available		
Wm. Engel		not available		
Hamilton		not available		
Peter Hernig		not available		
Hershey Cream'y		not available		
Highland Dairy		not available		
Levensgood		not available		
Millside		not available		
Missimer		not available		
Penn Dairies		not available		
St. Lawrence		not available		
Sylvan Seal		not available		
Turner & Wescott		not available		
Valley Farms		not available		
Ziegler		not available		
* 4% in Class II, 43% in Class III.				
(f) - Not paid on basics 60% of production as Class I, 40% in other classes.				

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of January, 1935.

	NO.
Butterfat Tests	6751
Plants Investigated	34
Calls on Members	284
Quality Improvement Calls	5
Herd Samples Tested	358
Membership Solicitation Calls	85
New Members Signed	17
Cows Signed	164
Transfers of Membership	26
Microscopic Tests	32
Brom Thymol Tests	192
Meetings Attended	14
Attendance at Meetings	906

1936 Basic Plan Proposed

UNLIMITED OPPORTUNITY for every producer to establish a new 1936 basic is being urged by the officers and directors of the Inter-State Milk Producers' Association. They have gone on record in favor of taking the average production of the months of March, July and November, 1935, as the established basic quantity for 1936 with no restriction whatever on any increase over present basics.

It must be recognized that the Pennsylvania Milk Control Board has the final decision on this matter as it applies to Pennsylvania producers and with that board inactive since mid-January no opportunity has been available to seek their cooperation in establishing this proposal. (Will be presented March 5.)

An announcement was carried on Page 1, column 1, of the February MILK PRODUCERS' REVIEW that the Inter-State board of directors had approved this plan of establishing 1936 basics and this article is intended to elaborate on that information. It is believed that after several years of limitations on new basics it is appropriate that "the lid be lifted" for next year, giving every producer shipping to Philadelphia a chance to make what he can.

Scattered months are selected to get an accurate cross-section of the year's production. This helps the producer who may find his herd at low production during a consecutive three-month base forming period, almost surely giving him an opportunity for a good base. Likewise, it does not encourage production every month of the year as does a basic quantity obtained by taking the monthly average for the year. That plan compels a farmer to produce as much as he can every month in order to keep up or to raise his basic. The yearly average also tends to encourage making as much milk as possible on grass and to permit the annual dry period to occur during high cost months.

The proposed plan would permit every producer to regulate his feeding, if he so desired, so as to produce enough for his Class I, or his Class I and II, sales during the other nine months without imperiling his basic for the next year. It would permit him to use more of his milk (such as from his lowest testing cows) for calf feeding, to make his own butter and feed the skim milk, or similar uses whenever he was producing beyond what he cared to sell.

Low production for one of the three months would permit preparations to make it up during the other months and precautions can be taken

against any sharp drop in either of the two later months.

Sorry we can't tell you positively now that this plan will be adopted for 1936 basics but your association officers have been instructed by the board of directors to put this plan before the state milk control boards in Pennsylvania and New Jersey and to use every reasonable means toward having orders issued to that effect.

As in the past, your association officers will help all producers in adjusting basics should losses be suffered through tuberculosis or Bang's disease tests, through loss of barn, changing of farms or similar circumstances which are, in part at least, out of each producer's control.

Unfortunately, until acted upon by the milk control boards each producer must use his judgment as to his plans on March production.

The Pennsylvania Milk Control Board appointments were confirmed on February 26. Paul Sunday, Carlisle, is chairman. Chas. Carpenter, Glen Moore, and A. C. Marburger, Evans City, are the other appointees.

Inter-State Producers' Association Incorporated

Flint Building, 219 N. Broad St.
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

OFFICERS

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Executive Secretary
F. M. Twining, Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
H. D. Allebach, Sales Manager

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F. P. Willits, Ward, Delaware Co., Pa.

Executive Committee

A. R. Marvel, Chairman
E. H. Donovan, Frederick Shangle
J. W. Keith, B. H. Welty
Wm. G. Mendenhall, F. P. Willits

The Inquiry— Some High Lights

(Continued from page 3)

Price conferences were again discussed and attempts were tried to make capital out of the fact that only the results were announced and that every word spoken had not been recorded.

Q. Are your farmer members afflicted with surplus milk much?

A. They were at certain times—at present, no.

Q. Those (directors) that produce market milk are not bothered with the surplus question at all?

A. Just the same as any one else.

Still the question of basic utilization of milk was not clear and that matter was gone over again.

Q. Suppose a man did deliver his own milk to market would they still take out the hauling charge?

A. They would not take out the hauling charge if he delivered his own milk.

Q. It (hauling) is handled in such a way that it gives the dealers an immense profit?

A. It has not been proven that it gives the dealers a profit. If that rate can be gotten down we farmers would certainly enjoy it. We have heard it shouted but that is different from proving it. A federal investigation (Farm Credit Administration) is being made and we are asking them to make a report.

More about sales commission, members contracts, services, etc.

Q. Do you try to collect back payments (owed producers) or just try to get him (delinquent dealer) to be good in the future?

A. We try to collect back payments that are due and have done so.

Q. Did you not join in with the dealers in paying a big attorney fee?

A. No sir.

Q. Are they (Mr. Taylor and Mr. Evans) employed by any dealer?

A. Not as I know of—if they were and I had known it we never would have employed them.

(No questions like these were asked any other farm organization official.)

Questions followed as to election of directors, how long they serve, other cooperatives, sources of milk and cream then back again to percentages of basic.

Q. Did you ever have a strike up here?

A. When we got to a deadlock there were two things to do—break and have a strike—or agreeing to arbitration and we felt arbitration better than to have a strike.

Then back to the control board, its experience, work, changes in personnel, method of financing, its handling of complaints and its policy on exposing private records to the public, airing its differences with dealers, disciplining dealers who violated orders. Never having had access to the facts on control board inside workings Mr. Allebach could answer these questions only in a general way—or he could repeat rumors which he refused to do.

Then the association membership relations.

Q. How do you discipline farmers who do not behave themselves?

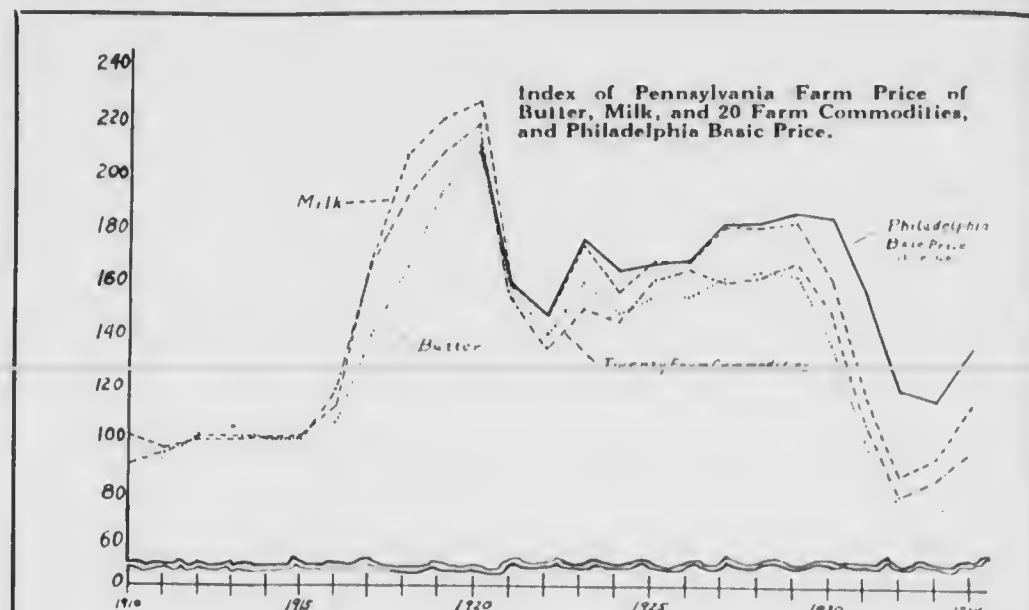
A. We do not try to discipline farmers at all.

Q. You used the term here this morning—milk trust.

A. I did not use that term. If I used it I don't remember saying it.

Q. Do you know if any officer or director of your organization has stock in Borden's or National Dairy?

A. (Mr. Allebach answered that possibly one or two owned stock in those



This chart shows how the Philadelphia Basic price has been held at a higher level than the Pennsylvania average milk price and higher than other farm prices. As the depression came on this trend became even more pronounced. It explains why milk prices went down—milk alone could not keep a "prosperity" price in times of depression. It also explains in part why there has been so much agitation about milk—it paid a better price than other products and every one wanted to get a larger part of the market, the only regular source of income for many producers.—Chart presented at hearing by H. D. ALLEBACH.

companies and possibly in United States Dairy. A check-up revealed that no officer or director of Inter-State owns any such stock and the record was corrected to that effect the next day.)

Back again to the Federal agreement with many minor questions, then some about the objection to it and finally Allebach's statement that the objections centered around the check-off, the objector's wanting it for themselves.

Then back to the control board, who wanted it, (the farm group, Allebach testified) and the dealers' attitude (upon which Allebach could answer only according to rumor) and whether the board ever accepted Inter-State suggestions, being told that it did, that the Inter-State was consulted on its order 17 which helped put the market in its present excellent condition.

Then to Reynolds' paper again with extensive quotations therefrom and questions concerning the statements therein. (It developed from the testimony of later witnesses that charges made in the articles in Reynolds' paper were dropped for lack of proof.)

A general discussion on receiving stations, their functions, uses and costs followed in which the examiner appeared to accept as completely true all statements which were printed in Reynolds' "Breeder and Dairyman."

More questions came on why the association did not open the dealers' books, which had been previously explained as beyond the powers of any person or group less than the State or Federal government. This was followed by a discussion of salaries of Inter-State officers, figures that looked like small change before the hearing was over.

Then to the "Breeder and Dairyman" again, quoting statements from it and believed to have been written by Reynolds after his "resignation" from the control board. Receiving station charges were the subject again to which Mr. Allebach answered "We work it out as to what we think is a fair basis and we have established these stations in what we feel are fair areas and we believe the cost is somewhere near 16 cents but I do hope we can prove with all these hearings just what that cost is."

Q. Dr. Reynolds and you do not agree on a lot of things?

A. We are friends but we do not agree on principles.

Q. When a man like Reynolds put these charges in a decent journal didn't that impel you to investigate the causes?

A. We did investigate the matters and found nothing in them. They have not yet been proven. We were not able to prove them.

The second day's session opened with a short prepared statement by Mr. Allebach correcting the wrong impression conveyed by the examiner when he read only a part of a certain sentence in the Capper-Volstead Act, (see page 2), stating that no directors own dairy company stocks, and additional details concerning the milk transportation cost study now being made by the Farm Credit Administration.

Then back to the control board again, especially as to the relation of that board with the attorney general's office. Mr. Allebach insisted that he knew nothing beyond rumors in that connection and yet—

Q. Do you know how many cases were prosecuted by the Attorney General's office?

A. I do not but I think you could get that from the control board.

The "Breeder and Dairyman" was then entered as an exhibit of the official record followed by Q. It was a very interesting article—You believed it, didn't you?

A. No, sir.

Q. Are these men (control board appointees) satisfactory to you as a representative of the farmers' group?

A. The president of our organization has asked the Senate to O.K. them, along with other Pennsylvania farm groups.

Back to the former control board again.

This was followed by a discussion as to whether \$1.20 at the loading platform or receiving station is a good price for milk used in butter (practically none made in this shed this winter) and several references to the cost of butter at a cafeteria that morning.

Next, the use made of skim milk after separating cream, questions as to whether it is doctored up, then questions about homogenized milk.

Q. Under what circumstances can a

(Please turn to page 12)

Why Butterfat Tests Vary

E. P. Bechtel, Inter-State Fieldman

INvariably the "Field and Test Department" is swamped with complaints of low tests during the spring and summer season. Because of these many complaints in the past, and in anticipation of those to come, this article was planned and a study made of a number of "C. T. A." records. Also of tests and investigations made by this department at various times.

It was my theory, when planning this paper, that a study would show a certain trend in percentage of butterfat, starting in May, as a low month, continuing low during the summer months and reaching a peak during the winter season.

While the following study does bear out this theory to some extent it is not nearly so pronounced as expected. It is found that other conditions cropping up from time to time have a tendency to nullify, to a large extent, this seasonal trend.

Cow testing association records for one herd, covering a period of nine years, were studied. The tests for all cows were averaged for each month during these nine years. A glance at the high and low month for each year during this period is interesting. It follows:—

Year	High Month	Low Month
1925	August	July
1926	November	May
1927	June	August
1928	February	December
1929	May	October
1930	October	May
1931	November	October
1932	December	March
1933	October	August

The highest average test for one month during this period was 3.90%. While the lowest for any one month was 3.16%.

The average tests for each month for the nine years under consideration were very close. The highest average for any month was 3.57 for November—while May and September were low with an average of 3.49% each. August was a close second with an average of 3.50%.

A 3.94% Average

As a further check, records were studied of composite samples taken at a certain milk plant for an entire year. This milk was sampled and tested every day, by employees of the "Field and Test Department" of Inter-State, and covers some two hundred shippers. Thirty-five of these shippers were selected at random, and the results compiled. The average tests for these herds for the

entire year was 3.94%. January, February, March, April, May, October, November and December had an average test above this figure, while June, July, August and September were below the average.

December was high month with an average of 4.18% while August was lowest with an average of 3.70%.

It is interesting to note that these dairies all showed considerable variation from month to month during the year. While one herd showed a variation of only four points from the high month to the low month during the year, another herd during the same period showed a variation of nineteen and one-half points. This, of course, is a very unusual variation. However a variation of seven or more points is common, while the average would seem to be six or seven points.

Results secured by this department taking daily samples of certain herds over a period of fifteen days or more, show that variations in butterfat tests are greater from day to day than they are from month to month. No doubt the milk producer is most interested in the cause of these variations and in what can be done to control them.

Certain variations, due to season of year, extremes in temperature, weather conditions, stages of lactation, etc., cannot be entirely controlled.

Watch These Points

However there are a large number of contributing factors which can be controlled to a very large extent; some of them are:—

1. **Condition of cow before freshening and during milking period.** Have cow well fleshed. A thin cow usually gives comparatively thin milk.
2. **Irregularity in milking.** Have regular hours for milking and at equal intervals.
3. **Excitement.** Any excitement is likely to cause a variation in the butterfat test. Keep dogs away from dairy cattle. Handle quietly.
4. **Changing milkers.** is likely to cause loss both in percentage of fat and in pounds of milk produced.
5. **Incomplete milking** is often a very considerable factor in lowering butterfat test. The last pint of milk contains an extremely high percentage of butterfat and leaving it in the udder not only causes a great loss at that milking, but also tends to dry up the cow.
6. **Sudden changes in feeding methods** are likely to cause variation in test for a short period. However, contrary to popular belief, any particular feed has very little permanent effect on the test if the cow is well nourished.

7. **Churning of milk during transportation** to the dealers plant, is often a great source of loss to the producer. This is especially noticeable during extremely warm weather. This can be avoided by having the milk well cooled and, if possible, ship in full cans, preferably with paper gaskets under the covers to prevent dashing against the lid of the can and to prevent spilling if the hauler should tilt the can in handling.

Be careful not to fill cans so full that cream will be forced out when the cover is pushed down.

8. **Freezing** takes a toll of thousands of dollars out of the dairyman's pocket each winter. A little precaution on the part of the producer would prevent a large part of this loss.

There are, no doubt, many other factors which cause variations in the butterfat test. No matter how well a herd is managed a certain amount of variation is bound to occur. However, a careful observance of the points mentioned will reduce this variation to a minimum and will result in a better and more economical production.

Show me a dairy that produces an even, regular supply of milk with a comparatively uniform test and I will show you a successful dairyman.

Readers' Letters

GREENFIELD FARMS

Ivyland

BUCKS COUNTY, PENNSYLVANIA

February 9, 1935

Editor Inter-State Milk Producers' Review
Flint Building, Phila.

Dear Sir:

As a member of the Interstate I request that the next issue of the REVIEW contain a complete stenographic transcript of the testimony of the Inter-State officials at the current Federal Trade Commission hearing.

If for any reason this is deemed impracticable, I would suggest that it be printed in cheap pamphlet form and sent to members as a special item. I believe that they are entitled to this opportunity to form their own judgment from the testimony rather than from newspaper headlines which may (or may not) be misleading.

It is the intention of the writer to press this request, if necessary, I am,

Very truly yours,

J. Howard Cliffe.

We had to decline Mr. Cliffe's request and in doing so we pointed out that during the first week of the inquiry the official reporter had accumulated 360 typewritten pages of testimony, plus about 50 exhibits that would require 50 to 100 typewritten pages. That week's testimony would require 80 pages of the size and type used here, 50 to 55 pages with type as in above letter.

The entire hearing occupied slightly over 60 hours, including recesses, would require more than 250 pages of small type.

The Cooperative Community

Elizabeth M^cG. Graham, Editor

More Out of Country Life

HANNAH McK. LYONS, M.D.



Were it possible for all who read this to have "Tea" with me this afternoon, how I would like to talk very intimately with you about some of the things we see and hear, and enlist you in helping find a solution.

Our first theme might be "How can we get more of the finer things, more of beauty out of country life?"

If we could reach a definite solution of this I feel the next theme we might leave without discussion. "How can we hold the interest of the young people in the rural home and farm?"

But since it must be a one-sided talk, I want to quote from Mr. Allen Eaton, of the Russell Sage Foundation, New York, who is trying to help folks see and appreciate things in a way not thought of before.

Last year in one of the big conferences made up largely of people from the drought stricken areas, when it came to discussions, men and women were saying, "We've heard too much about the economic side of farm life. We've got to make a living, to be sure, but we ought meanwhile to be getting more of the finer things out of the country, know how to see the beauty."

Last autumn, when we were planning for our Women's Own Program for the Annual Meeting, we were told "if the Inter-State really wants to help its members, it should in some way help make country life more interesting to the young folks." Do you believe in the old, old saying "Straws show which way the wind is blowing?" Is it significant that from two very different sections and different people should come the same plea "for the finer things of life" and may not Mr. Eaton be right when he pleads for help to bring more of beauty, more of art, into daily living.

There are three outstanding reasons, he tells us, why there has not been more of beauty in our American life.

The first being, that a good many of us have actually been opposed to beauty. Some day, looking back this will be hard to understand. With many there was a religious fervor against it; a feeling that the indulgence of beauty was apt to undermine morals and weaken character.

A very good friend has told me of her great desire for colors as a child, but not a ribbon, nor even a belt could she have. Today, she has found a way to satisfy this love of color and on her lawn in a riot of iris and lollyhocks.

A second hindrance is no doubt indifference. This was unexpectedly true of our business leaders, perhaps Mr. Henry Ford the outstanding example. Have any of you seen his first model T Ford? Designed to "get you there and bring you back?" Mr. Ford thought this was enough for the practical little flivver and anyway it was lead-

(Please turn to page 15)

The Church and the Cooperatives

A pastor in the Danish Established Church almost a hundred years ago, was asked one Sunday morning the searching question by the laborers on a wharf, "Pastor Sonne, it is very good that you want to help us find God, but could you also tell us how to get our daily bread in this life?" Out of this challenge, Pastor Sonne went to Great Britain to study the British cooperatives, returning to found what has grown into the great cooperative movement of Denmark. Although economic relief was the immediate reason for the organization of that first Danish cooperative, its ultimate aim, said Pastor Sonne is the relief of moral and spiritual poverty.

Today American churches are asking themselves that same searching question, and out of the conflict between business practice and Christian principles, are answering by beginning to throw their weight behind the cooperative movement.

Two years ago the Federal Council of Churches of Christ in America adopted a significant plank, which read in part in this wise: "that among other things the churches should stand for:

"Practical application of the Christian principle of social well-being to the acquisition and use of wealth; subordination of the speculative and profit motive to the creative and cooperative spirit. The right of all to the opportunity for self-maintenance; a wider and fairer distribution of wealth; a living wage as a minimum, and above this a just share for the workers in the product of industry and agriculture."

"The right of employees and employers alike to organize for collective buying and social action, protection of both in the exercise of this right; the obligation of both to work for the common good; encouragement of cooperatives and other organizations among farmers and other groups."

That this was not a mere academic matter of adding "another plank" has been well demonstrated by the growing appreciation by churches that the cooperative movement offers the opportunity so sorely needed to re-build the economic life of the country on Christian principles.

Within the past six months "The Christian Century" magazine has carried

four full articles and one editorial on cooperatives. Miss Helen Topping, daughter of American missionaries, has been in this country as the envoy of the Sir Horace Plunkett of Japan, Kagawa, meeting with church groups and cooperating with the Federal Council to enlist interest of the churches of all denominations in getting back of the cooperative movement. Says S. W. Cummins in the Cooperative Marketing Journal, "If the churches want to foster cooperatives within their own ranks, well and good. But principally she is interested in seeing the church carry the philosophy of the movement to all the people, leaving to cooperative leaders the task of business management and direction."

The Board of Education of the Methodist Episcopal Church is preparing a study unit on "The Cooperative Movement" for its Epworth League. In Philadelphia the Methodist Young People, under the leadership of Dr. Alridge Brewster formed a cooperative buying club. The Christian Science Monitor has recently carried an editorial on "the hope for the country in the cooperative method." Religious groups of all kinds are finding in the cooperative method the reconciliation between Christian principles and Christian practice.

The cooperative movement is a common bond between all religious groups, races and parties.

Members Out For Meeting Despite Zero Weather

The Zieglerville Local, Montgomery County, Pennsylvania, held its meeting in K. O. F. Hall, January 31st.

Although the temperature was at zero the attendance was very satisfactory and the programme well presented and enthusiastically received by two hundred present.

The delegate's and secretary's reports were read. "My Impression of Inter-State Annual Meeting" was given by Mrs. Fred Wigg. The members were asked to bring the ladies so they may get interested in the Local. Mrs. Wigg, the wife of the Secretary, with the assistance of Mrs. Ruth Black and Mrs. A. Critzes, arranged the musical programme with 36 children of the Local

taking parts in group plays, recitations and musical numbers. We find if we can get the children interested the parents are sure to attend.

The Puppet Show given by Miss Lawrence was greatly enjoyed, also the talk by Mr. F. M. Twining, director of Field and Testing Dept., I. M. P. A.

Mrs. Fred A. Wigg, Perkiomenville, R.D. No. 1, Pa.

We cannot have cooperative privileges without cooperative responsibility.

—W. I. MEYERS

The Leader

One who never turned his back, but
marched breast forward,
Never doubted clouds would break,
Never dreamed, though right were
worsted,
Wrong would triumph,
Held we fall to rise, are baffled to fight
better,
Sleep to wake.

BROWNING

AMONG NEIGHBORS

Full medical services are being provided in Los Angeles by a cooperative, the Ross-Lane Medical group, for its membership of 37,895 persons, at a cost of \$2.00 monthly. There is no limitation to the services which include everything from X-ray to maternal care, and although non-members are served, it is only at the prevalent local medical fees. Thirty-six full time physicians are employed in Los Angeles, and sixteen in neighboring towns. The staff includes 23 registered nurses and 40 other employees. The cooperative has been subjected to the usual opposition, but although individual and organized practitioners have initiated law suits, the cooperative has won in each of them.

A large cargo of food purchased through the British cooperative movement has been shipped on a cooperative ship for the relief of the victims of Spanish Fascism, to be distributed by a Spanish cooperative which has survived up to this point through the present era of Fascist repression in Spain.

The Board of Education of the Methodist Episcopal Church is publishing a study unit on the Cooperative Movement to be used by the 1,500,000 Methodist young people who are members of Epworth League.

The oil and gas cooperatives in the United States distributed 300 million gallons in '33, with a savings return to their members from 10-20 percent totalling 5 million dollars in cash. In Kansas these oil and gas cooperatives ranked fifth in the total volume distributed in the State.

A producers and consumers "Recreation Cooperative" for exchange of recreational materials and services was formed last summer and within a few months members had been received from seventeen States. Community leaders who are interested in recreational materials may secure information concerning this new cooperative service by writing to Lynn Rohrbough, Secretary, Recreation Cooperative, Delaware, Ohio.

"Kit of Plays" Available

Two kits of simple plays suitable for your meetings are available upon request to the Womens Committee, Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia.

When writing be sure to state which of the two kits below you desire:

Kit No. 1— for Adults
Kit No. 2— for Boys and Girls

At present most of the plays in both kits are health plays. It is hoped that we may shortly be able to include some cooperative plays. Very few of these are in existence, and will probably have to be developed.

You may also secure Song Sheets in limited quantity. Specify the approximate number of copies desired.



Thirteen Hundred Cooperative Miles

An "Inter-State" Member Writes a Travelogue

Cooperation is not a new word to Florida folks. The acres of groves and huge packing houses give evidence of their power. The buildings are fine looking, well painted, prosperous—many of them landscaped, with attractive wayside markets.

The fruit growers have long since learned that one man with one grove can not do much in the way of advertising, of creating a demand for his products, in providing equipment to make his business pay a reasonable profit, he alone cannot do much in the way of transportation to distant markets, nor can he bargain effectively. Just one against organized distributor groups, but 100 men with 100 groves—aye—there's a power to be reckoned with, and no where is there better evidence of the value of cooperation—and the results attained through cooperation, than among the citrus growers.

As far as the dairy industry in Florida is concerned, it is still in its infancy, but it is not hard to tell which way the wind is blowing. Cooperative organizations are springing up to meet a real need—one in Jacksonville, one in Tampa and one in Miami. The many dairy farms that have developed in the last few years have managed somehow, in some way to market their milk. The herds are huge, they must be to make it pay at all, for all feed must be shipped in. But—and here is a strange thing. The problems of the dairy farmer in Florida might be mistaken for those of a Pennsylvania

farmer, lack of capital, more regulations, and so on—all down the line!

Through the Indian River section, where the choice citrus fruits of Florida grow—where huge cooperative packing houses abound—there tropical gardens, jungle farms, and all sorts of fascinating names coax, "Just stop a minute!"

At Melbourne, we headed across the state on our way to Orlando and Gainesville. Thru wide vistas of open country, almost devoid of habitation, but interesting,—inviting clumps of palms—blue, blue sky,—a great lumber camp—groups of rangy looking cattle, which we later learned were Brahmas, and have been brought in from India to improve the native stock—two dairy farms, one on either side of a wide swamp, the "barns" open on all sides, with a roof of palmetto leaves!

Northward bound, into Georgia, the scene rapidly changes—less tropical luxuriance, more cotton fields. Georgia peaches—yes—many groves or orchards as we call them. Are they organized—do they cooperate? Need one ask—go to your city markets when Georgia peaches are in season. Your question will be answered when you see quality fruit—quality packing—yes, and quality price. Georgia pecans. A five pound bag—a very attractive package,—from a very attractive wayside market. We finally came away with two five pound bags! Associations—Cooperatives—very much so! (Please turn to page 15)

FEBRUARY BUTTER PRICES			
Date	92-Scor	Solid Pack	Chicago
1	39 1/4	38 1/4	36
2	39 1/4	38 1/4	36
4	39 1/4	38 1/4	36
5	38	37	35 1/2
6	38	37	35 1/2
7	38 1/4	37 1/4	35 1/2
8	38 1/2	37 1/2	36 1/4
9	38 1/2	37 1/2	36 1/4
11	38 1/2	37 1/2	36
13	37 1/2	36 1/2	36
14	37 1/4	36 1/4	35 1/2
15	37 1/4	36 1/4	35 1/2
16	37	36	35 1/2
18	36 1/2	35 1/2	35 1/2
19	36 1/2	35 1/2	35 1/2
20	36 1/4	35 1/4	35 1/4
21	36 1/4	35 1/4	34 1/4
23	35	34	33
25	35	34	33
26	34 1/2	33 1/2	32 1/4
27	35	34	32
28	34 1/4	33 1/4	32
Average	37.20	36.20	34.98
Jan., 1935	35.15	34.18	32.61
Feb., 1934	26.33	25.33	24.33

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MILK PRODUCERS' REVIEW, 219 N. Broad St., Philadelphia

Please carry in next available issue my advertisement of _____ words for which I enclose \$_____ I want this advertisement to appear in _____ issues.

Name _____ Address _____

Dairy Cattle

CLEAR CREEK FARMS, Everett, Penna. Offer Pure-bred JERSEY bull and Heifer Calves out of 500 lb. cows State Accredited and Blood Tested Herd. Hard Pan Prices. Fred W. Cox, Manager.

FOR SALE—DAIRY HERD with BASIC at Abbot's Creamery. Will sell my herd of 8 high grade GUERNSEY cows and BASIC of 4655 pounds at Simon Groff's Sales Stable April 2nd, Quarryville, Pa., Highway 222. For further particulars address, Luther Cox, Quarryville, Pa.

Fencing

ELECTRIFIED FENCES reduce costs 80%. Controllera for 110 and 32-Volt current. 30 days trial. Write, One-Wire Fence Co., B-22, Whitewater, Wis.

Seeds

FOR SALE—Wilson Soy Beans. Bountiful Snap Beans. GOOD QUALITY SEED. GERMINATION 95 and 99% respectively. Wm. Stoltzfus, Westover, Md.

When Only Half the Truth Is Revealed

A GAIN WE SEE proved that old statement that a half-truth can be the worst kind of a lie.

When Judge John Hildrop, examiner for the Federal Trade Commission, read a letter dated April 20, 1933, written by H. D. Allebach to Dr. Thomas Kelly of Scott-Powell Dairies in which Mr. Allebach was using every influence at his command to adjust the basic of a producer who had lost several cows in the T.B. test the examiner laid great emphasis on the statement in that letter that—"I am not writing this as a threat, but I have been fighting the battles of the distributors in this territory all through this session of legislature, trying to keep it from coming to a head, and unless I am going to get some consideration in some of these cases, I am going to be unable to keep it from coming to a head, in the very near future."

But just exactly the nature of "the battles" which were then taking place were not made a part of the record, thereby leaving the whole episode a half truth and at the same time the worst kind of a lie.

The Farmers Protective Association was becoming active at that time, making numerous unfounded charges and putting forth every effort to place a legal wall between you and your association on one side and your

customer, the milk dealers, on the other side.

The depression was then at its worst, prices were low, banks closed, business of all kinds harassed. Anything that looked like a remedy would find many who would try it to ease the financial pain induced by the depression. Laws to do this and that were proposed, hoping they would help, regardless of the consequences that might ensue.

This was one of the cases where farmer and dealer interests were similar and were the problems of the whole industry. In other words, the above mentioned group was making unfounded and grave charges against the industry.

Articles have been written boasting of certain "progress" made in Eastern Pennsylvania, these writings appearing in the Communist, a paper believed to be published by the Communist party. It was that kind of opposition which was being fought by your association and which was also a battle of the entire industry.

Any square shooter, any honest man, with the best interests of the dairy industry at heart, would stand up and fight such insidious and dangerous enemies of every part of the dairy industry—for, after all, what helps the industry as a whole is a help to each part of it—what damages the industry as a whole will damage all parts of it. Here was where a lick against the common enemy was a help to the other fellow.

That was one letter which, wrongly interpreted as it appears in the remarks on the record, by the press, and by sensation hunters, has done extensive damage in the minds of many people to the clean record of H. D. Allebach and the record of accomplishments of the Inter-State Milk Producers' Association. It was the one letter in the thousands and thousands in Inter-State files which could be misinterpreted in a damaging way and Inter-State enemies—enemies of all farm cooperatives—enemies of the dairy industry—pounced upon that wrong interpretation as a starving cat would pounce upon a mouse—and grabbed it as a juicy bit of scandal.

But there are more letters in the files—more than the strongest man in the Inter-State could carry at one time—which furnish abundant proof that the Inter-State was constantly at odds with this dealer,

that dealer, or another dealer, protesting some action by those dealers which would react against producers, individually or collectively. Those letters have received scant attention in the hearing, none from the press, none from enemies of farm cooperatives. Yet they show the true picture of your association.

It must be remembered that the milk dealers are our customers and therefore they must be treated with the respect which you feel is due you when you buy a cigar, a sack of flour, a plow or a cow. If the salesman should treat you mean once you won't go back to him and some other salesman will have a chance to treat you better next time. In plain words in this country, no salesman can use a club on his customers more than once.

But persuasion backed by sound facts and a frank discussion are the legitimate tools of all salesmen. They are used by the sales committee of your association and by that method have kept practically the same customers for 18 years and have given you one of the best milk markets found any place in the country.

Mr. Allebach was merely using as a sales argument the fact that he was helping the dealers fight the enemies of the entire industry. The activity of those enemies was then known to be destructive, has since been shown to be Communistic. Yes, the Communists were the common enemy of both producers and dealers at that time and any red-blooded American would fight them.

January Prices at Principal Markets

Prices F.O.B. Market except as noted	Class 1 Butterfat		Retail Price Differential B Price
	Price	Differential	
sPhiladelphia	\$2 60	4c	11c
sPittsburgh	2 48	4	11
sHartford	3 40	4	14
sSan Francisco	2 17	6 2	12
sNew York City	2 44 5	4	13
sWashington	2 73	7	13
sBaltimore	2 38	5 8	12
sDetroit	2 25	4	11
sSan Diego	2 34 5	6 7	12
sMilwaukee	2 14	4	10
sBoston	2 58 8	4 1	12
sProvidence	3 32	4 1	13
sSt. Paul-Minn.	1 95	3 0	10
sOklahoma City	1 68	4 8	9
sBuffalo	2 44 5	4	12
sChicago	2 20	4	11
sKansas C., Mo.	1 87	4	12
sRichmond	2 90	4	13

* Under Federal Milk Marketing licenses

s Under State control board supervision

* 201 mile zone; † 191 mile zone; ‡ 70 mile zone.



Figure the Cost of COW TROUBLES!

COW TROUBLES that follow inside teardown are costly. Take a lost quarter on a 6400-lb. cow. That's approximately a loss of 16 per cent or 1024 lbs. in milk production. Figure milk at \$1.50 cwt. and you have a loss of \$15.36, not to mention the 33 1/3 per cent loss in the value of the cow. Failure to breed, calving difficulties, retained afterbirth run into money, too. No wonder so many dairy-men are swinging to the Purina Cow Plan.

It's a definite way of feeding Cow Chow and Bulky-Las during the dry, freshening and milking periods, to build resistance against disease and to create body reserve for profitable milk production. It's getting dairymen out of cow trouble and helping them make real money with their cows once again!

In addition to profitable cow-tested feed in the Checkerboard bag, you can also get the services of a trained man at your local Purina store. He has qualified with the Purina Research Department to give you special service on balancing your home-grown feed and eliminating cow troubles.

PURINA MILLS, 854 CHECKERBOARD SQUARE, ST. LOUIS, MO.



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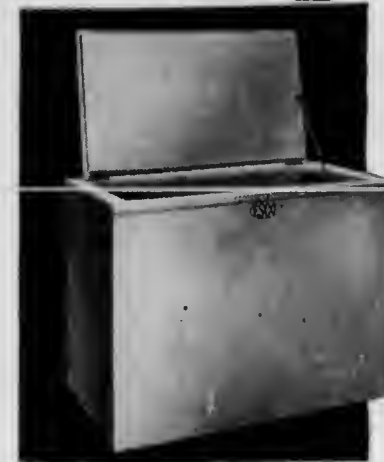
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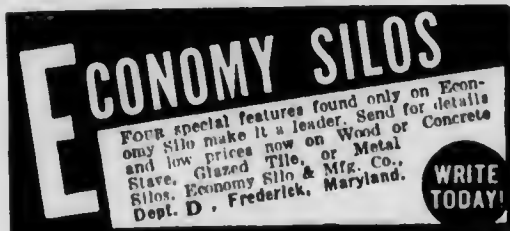
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(See page 10)

MILK PRODUCERS REVIEW

A. About 3.7% to 3.8%, maybe sometimes a little higher and sometimes a little lower.

Q. It is supposed to contain 4%.

A. No sir, the law is 3.25% in Pennsylvania.

Some new thoughts were injected into the hearing with quotations from some paper or published article written by D. R. Faringer, president of the Allied Dairy Farmers Association. (In the face of his meagre practical experience and because of the space already given to discussions based on information of similar weight those points will not be discussed here beyond that it called attention to rosy profits on skim milk and to the oft-discussed hauling charges.)

At this point Mr. M. D. Munn, president of the National Dairy Council, Chicago, took the stand, explained the history and functions of the Dairy Council and its accomplishments. He stressed the urgent need for regular and effective efforts toward making the public realize the special food value of milk and other dairy products.

Next came a request to adjourn until 10:00 a. m. the next day in order to reorganize their questions and their general plan. Mr. Allebach insisted for about the fourth time that he be given a chance to put some essential information into the record but it was again turned down. Total time in session the first two days five hours and forty minutes.

The Thursday (third day) session opened with a small bottle of cream on the table, apparently an individual serving picked up at a cafeteria and many questions were asked on it, too insignificant to repeat.

Mr. Allebach was then given permission to display his charts, enter copies of them in the records and give his discussion of them.

Chart one showed a variation from high to low months of 70 percent in total milk receipts before the basic surplus plan was started and an average of about 15 to 27 percent after the plan became fully effective. This stabilized production was pointed out as building up the market and making it profitable for as much milk as needed in this market.

Chart two showed the average daily purchases of milk by the four largest dealers in Philadelphia from 1921 to 1933. The peak was reached in 1930 and they showed that 2 percent more milk was handled by them in 1934 than in 1924.

The third chart showed a comparison of Class I price in Philadelphia since 1920, butter price since 1910, Pennsylvania milk price since 1910 and the average of 20 farm commodities since that time. Class I price after the start of the basic surplus plan in 1920 showed a substantial margin above all the other prices named, although it was very close to butter and lower than other prices in 1920 when the plan started. It showed that milk prices can not be held artificially high, that when other prices go down milk must go down too.

The fourth chart showed a five year average comparison of production of 87 herds selected at random with the basics of those same herds. The herds were divided according to number of cows and it showed that the small herds—five cows or less—were producing more nearly an even Class I requirement than the larger herds. In other words, they had a smaller proportion of their milk sold in the lower price classifications. This chart showed that each successive group of larger herds had to sell relatively more of their milk in classes II and III.

Chart five covered the same points as chart four but included 1934 records only. Month to month variations were greater for the one year.

March, 1935

Chart six showed a comparison of prices paid to farmers and paid by consumers in forty markets. In December, 1934, Philadelphia consumers got their milk for less than in any other city where the farmers are paid as high a price as here. In October, 1934, there were two markets charging the consumer the same price but which paid the farmers slightly more. Consumers in some markets were shown to be paying 15 cents a quart for "B" milk. In December, 1932, with 9 cent milk in Philadelphia no other market in the country charging less than 11 cents could show as high a class I price to producers as paid here.

It is impossible to give even as much as a sketchy outline of the entire hearing in the REVIEW. The first 2 1/2 days in session are covered in outline form and important points occurring in some of the remainder have been taken up to clarify them.

Dozens of points raised in the 60 hours in session could be discussed but only those which affect your association will be mentioned beyond a passing word.

Look forward to the April REVIEW for more facts about the hearing.

Some Changes May Be Needed

The need for new changes and adjustments is constantly arising in any and every live and active business. This is just as true of the dairy industry as in any other. But we feel that, compared to other industries, the dairy industry is in no special need for change.

The recent trade commission hearing revealed that many theories are rampant for revolutionizing the business, many charges were made that if even 50 percent true, would be sufficient to put scores in jail, fine hundreds more. Such easy talk will not improve the dairy business. Improvements in highly developed industries are not so easily accomplished. Changes are needed which really should be called refinements. The probability of this need was shown in the hearing. But, to our mind, no need was shown for any major change, certainly nothing practical of that nature was suggested.

We emphasize that the findings of the Commission should help the industry make numerous adjustments, that perhaps small gains to producers will be effected in certain cases, possibly compensated by losses in other cases. It is possible that the findings will reveal the need for even stronger bargaining powers of cooperatives and the need for power to get additional information.

Accusations of crooked alliances were just idle accusations made by persons who have nothing to lose by talking glibly. But even should such situations exist nothing was brought out that would hold any promise for greater return to farmers without increasing prices to consumers.

"I wouldn't drive a car without this protection"



"No, sir! I won't take a chance like that. Even the most careful driver may have an accident these days, with the crowded highways and streets. And the courts are awarding heavy damages in some of the cases. I own my home and I can't afford to risk losing it in a damage suit."

"My policy protects me against all that. Why, they even pay the lawyers' fees and the court charges. The only safe way to drive these days is with a Penna. Threshermen and Farmers policy to protect you. And it is not expensive. Just talk to their local agent."

COMPENSATION

Our Workmen Compensation Policy provides protection for both employer and employee and has returned a substantial dividend every year.

PENNA. THRESHERMEN & FARMERS MUTUAL CASUALTY INSURANCE CO.

325 S. 18TH ST.

HARRISBURG, PA.

Pa. T. & F. Mutual Casualty Ins. Co. Harrisburg, Pa.

Gentlemen: Send me full information concerning new, reduced rate policy for rural dwellers. I am interested in—

☐ AUTOMOBILE or TRUCK INSURANCE
Make of Car _____ Model _____

☐ COMPENSATION INSURANCE
Business _____ Payroll _____

Name _____

Address _____

This inquiry does not obligate me in any way.

Mail Today

SEED OATS...

SENSATION—One of the most productive oats in cultivation. 75 bu. and upward per acre are frequent, with large, white, meaty grains weighing 42-44 lbs. per measured bu. of the highest quality. You should by all means try these oats. Get our exceptionally low price in quantities. Also Clover and Timothy Seed, Velvet Barley, Soy Beans, Woodburn, Clange and White Cap Seed Corn. Write for samples wanted and Catalogue. THEO. BURT & SONS, Box 91, Melrose, Ohio

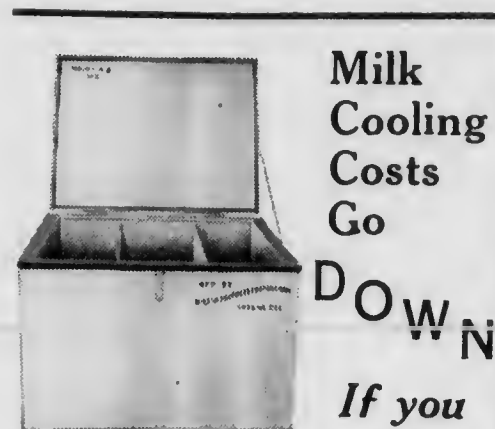
"WEST VIRGINIA" AGRICULTURAL LIME

Write for booklet, sample and delivered prices.

WEST VIRGINIA LIME CO.

Plant: Charles-Town, W. Va. Office: Roanoke, Va.

MILK PRODUCER'S REVIEW advertisements carry interesting News. Read them regularly.



WILSON COOLER

Most efficient milk cooler made. Patented sloping-grid construction secures maximum refrigeration. Ice only once a week. Cools milk from animal heat to below 50° in 2½ hours. First cost and operating cost less than electric unit. Finest materials and construction. DRY ZERO, used throughout, is most efficient insulant available according to U. S. Bureau of Standards. Made in 2 and 4 can sizes. Other Wilson Coolers from 1 to 18 can capacities for use with ice or electricity. Write for circular and prices.

WILSON PRODUCTS CORP.
116 MAIN ST., SMYRNA, DEL.

DR. NAYLOR PRODUCTS



Medicated TEAT DILATORS

A SAFE and dependable treatment for—Spider Teat, Scab Teats, Cut and Bruised Teats, Obstructions.
DR. NAYLOR Dilators are medicated and are saturated with the medicated ointment in which they are packed. Fit either large or small teats. Easy to insert and stay in the teat.

THE ONLY SOFT SURFACE DILATORS

They perform three distinct functions:—
1. Carry the medication INTO teat canal to seat of the trouble.
2. Absorb inflammatory exudates and carry them OUT of teat canal.
3. Keep teat canal OPEN in its natural shape while tissues heal.

Sterilized—Packed in Medicated Ointment
Trial Package (18 Dilators) 50c
Regular Package (48 Dilators) \$1.00

UDDER BALM Soothing, Healing ointment for Udder and Teats. Possesses the same softening, absorbing properties as the ointment in which Dr. Naylor Dilators are packed. 50c

UDDER LINIMENT A penetrating liquid application for the relief of Swelling, Inflammation, Congestion. May be applied hot. Is very penetrating. Quick in action. \$1.00

CLERALAC For the treatment of Thick Milk, Stringy Milk, Bloody Milk. Cleralac is in powder form and may be given on the grain. Its action is to "clear the milk." 65c

WOUND PAINT For Sores, Galls, Cuts, Rope Burns, Eczema, Cow Pox and for removing Warts from cows' teats. Wound Paint softens, removes soreness. Promotes clean, rapid healing. 50c

LINITE A powerful penetrating antiseptic and reducing agent for Canker, Hoof Rot, Thrush, Cuts, Calks, Lameness, Barn Itch and many other stubborn conditions. \$1.00

Your dealer can supply Dr. Naylor Products. Do not accept imitations.
H. W. NAYLOR CO., MORRIS, N. Y.

Today's Market Conditions

MILK RECEIPTS at Philadelphia during February, as based on weekly reports, ran about 5 per cent higher than in February, 1934. These extra receipts were readily absorbed, showing a continuation of the stronger demand which has prevailed for several months. Cream receipts were somewhat less than a year ago, making combined milk and cream receipts about 1 per cent greater. The extra amount entering Class I and the higher price for cream both represented gains to producers. A steadily increasing proportion of the cream received during the four weeks ending in February came from within the milk shed, the total showing 40 percent of local origin as compared to 32 percent in January.

The cream price on 3.5% milk, Class II and IIB, for the Philadelphia sales area is \$1.57 for February. Class III price is \$1.27 for 3.5% milk and \$1.45 for 4% milk. These prices apply at receiving stations or loading platforms. Prices on secondary markets are \$1.72 on Class II, \$1.57 on Class IIB and \$1.27 on Class III. These prices are f. o. b. the market.

With 92 score butter averaging 36.2 cents wholesale at New York during February we have the highest average price since October, 1930, when it averaged 39.99 cents. The peak of 38½ was reached on February 2 and the price then showed a gradual drop until the last week of the month when it dropped 2¼ cents to 33½ cents, closing at 33¾ cents, a net decrease of 4¾ cents from the month's peak. The February average was 2.02 cents higher than the previous month and 10.87 cents higher than a year earlier. The peak reached early in February represents almost a steady price climb since last July.

Foreign butter started moving into this country early in February with some small shipments in January. This movement is believed to have contributed to the decline from the recent high price. Importations were to be expected with our prices 16 cents or more above London prices and a tariff of only 14 cents. Two shiploads, 1,500,000 pounds, are expected early in March.

Some "price" stores started to feature oleomargarine when retail butter prices reached the 40 cent mark, reflecting the shift by some consumers from butter to oleomargarine.

It is probable that prices of butter and with butter all other manufactured dairy products will gradually decline until July or thereabouts. The supply can be

expected to increase with the season of heavy production approaching, fresh cows helping it for the next several weeks and in May pasture will bring relief to short feed supplies. This will be especially true in heavy dairy manufacturing sections.

The dairy storage situation is favorable toward preventing any drastic reduction in prices to producers for some time. Butter storage stocks early in February were under 19 million pounds, less than one-fourth as much as a year ago and only 43 percent of the five year average. Cheese supplies were about 4 percent greater than a year ago and 13 percent greater than the five year average, a marked improvement as compared to January 1. Production of evaporated milk is greater than a year ago and storage supplies are lower for late winter than in several years, indicating a heavy demand.

The situation in other milk markets has shown an upward tendency, the increases ranging from 14 to 42 cents. Chicago price was increased 20 cents a hundred pounds to \$2.55 f. o. b., retail price 10 to 11 cents. Most other reported increases were similar, that is, 15 to 27 cents more to producers, with retail increases. Madison, Wisconsin, and Tulsa producers had 40 cent and 42 cent increases. Wichita, Kansas, experienced a decrease.

Milk production per cow is reported as 2 percent less than a year ago with 4 percent fewer cows. In this milk shed Delaware shows an increase in production per cow as compared to a year ago while Pennsylvania, and Maryland showed slight decreases and New Jersey a 10 percent decrease.

"Rations for Maryland Dairy Cows" is the title of a new circular recently prepared by Dr. DeVoe Meade and John A. Conover of the University of Maryland. It lists forty home mixed rations, each combining farm-grown grains with purchased supplements. They are divided into four lists according to roughages available. Call for them at your county agent's office or write the college.

A cooperative association is like a crew using a cross-cut saw—everyone must work together to get results. The man who just "rides along" slows up the work and the man who "drags his feet as he rides" stops it entirely.

More Out of Country Life

(Continued from page 8)

ing everything else in sales. He even came out denouncing art and beauty as having no place in business. But something happened after a time—a rival outsold him. But why? The other car was better looking. At once Mr. Ford got out a new model spending dollars and dollars to make it better looking but still holding his practical "get you there and bring you back"; while advertisements now make the "beauty" of the car its chief headline.

The third hindrance to art has no doubt been the confusion in many minds about it. Countless people have felt that beauty is not a vital force. So much has been done in the name of art which was either insincere, pretentious or confusing, that it was often considered as only for the weaker ones with no "practical turn!" Today, we know that is not true.

Hence it is important that we bring into our daily living, a greater appreciation of beauty both in the things we do and the things we enjoy. But if the arts become a vital part of country life the initiative must come from the country people themselves and the arts must be expressive of rural scenes and rural work, they must be rooted in the soil and not an importation. But we as country people must learn to see our surroundings through the eyes of the artist and to do our work with the soul of an artist.

What is our definition of art? Not just a great painting; not just a beautiful cathedral—tho' they too are art. Will you look up your January issue of THE REVIEW and find our definition?

With this simple definition you can see beauty not only in one duty performed but in the one hundred and one things that must be done on every farm and in every home. With the idea of "well-doing" meaning "beauty" we are lifted above the feeling of drudgery, and beauty creeps into the soul, painting each homely task, giving the desire to make of it a work of art.

"Agriculture is not merely a way of making a living, but largely a way of building a life."

Thirteen Hundred Miles

(Continued from page 9)

On to Atlanta, first to the office of the Georgia Milk Producers Confederation—a growing cooperative with about 300 members—these, with 325 producer-distributors supply the Atlanta market, a city half the size of Washington! And then to the office of the Administrator of the Federal Milk License, where we found Mr. Magill, who was formerly with the Maryland-Virginia Association of milk producers. Dairying is a new industry down here.

Just one more word. The witchery of the Carolinas! The mountain craftsmen, expressing their love of line and of color in beautiful pottery. The mill-towns of Tennessee, most of them swinging dizzily over a restless river! The Virginias, and the multitude of little cooperative beginnings, under TVA all through these mountain regions. How hard to hurry. At last Maryland and Pennsylvania, and Winter! Where are our overcoats, blankets, and galoshes!

"Oh wind, if winter comes,
Can Spring be far behind!"

ANOTHER... FEED SHORTAGE IS THREATENED!



THE clover catch is poor... Old sods were injured by drouth... There is no carry-over of hay. You will be short of feed again next winter, unless you do something drastic about it.

The HAY CROP offers the BEST OPPORTUNITY to PRODUCE MORE FEED to meet this emergency

FERTILIZE your best sods WITH
'AERO' CYANAMID

And grow an extra ton of hay to the acre at a cost of \$5. There is no other way to get extra feed at so little cost.

Cyanamid-fertilized early-cut timothy hay is good dairy-cow hay.

and Don't Forget—AERO Cyanamid on good pastures produces twice as much grazing—beginning 2 weeks earlier.



Write for Leaflet X-320, 'Aero' Cyanamid for Pastures, and X-321, 'Aero' Cyanamid for Hay.

AMERICAN CYANAMID COMPANY
Manufacturers of 'Aero' Cyanamid and 'Ammono-Phos'
30 ROCKEFELLER PLAZA NEW YORK, N. Y.

The Nitrogen Fertilizer that Sweetens the Soil

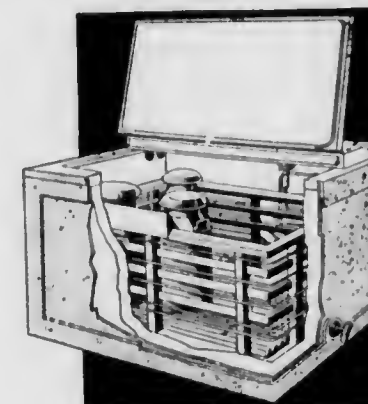
Get Lower Bacteria Count Get Better Milk.. Make More Money

Get this REAL MONEY MAKER... It pays for itself from the very start. One user SAVED \$34 IN ONE MONTH... Another says Extra Milk Profits Paid For It... ESCO (Low Cost) COOLING EQUIPMENT MAKES MONEY FOR YOU... because it quickly cools milk to 50 degrees or below and keeps it cool until shipped. It reduces your bacteria count, raises the quality of your milk... MAKES IT MORE SALABLE. Write today.

Write Today
GET
FREE
BOOKLET
"How to Get
Bigger
Milk Profits
... The
ESCO Way!"

ESCO CABINET
COMPANY

364 EAST BIDDLE ST.



ESCO

WEST CHESTER, PA.

Manner of Hearing Protested

(Continued from page 1)

milk to Philadelphia and its secondary markets; and the good name of Mr. Allebach has been seriously and, we believe, unfairly defamed.

In looking about for some cause as to why the Commission should depart from what we have always believed was its attitude of impartiality and complete fairness, we are forced to conclude that one of the reasons is that the Commission employed as one of its investigators, Mr. Harry Polikoff. Mr. Polikoff is a member or employee of the law firm of Fox, Rothschild, O'Brien, and Frankel which was represented through Charles E. Fox in numerous attacks on this organization including the securing of a last-minute injunction restraining the Inter-State Milk Producers' Association from holding its annual election of directors scheduled for November 21-22, 1933. The election was made on June 4, 1934, under a master appointed by the Court, and in his report this master stated that he found no grounds on which such injunction proceedings were justifiable.

Mr. Fox is also an attorney for the Allied Dairy Farmers' Association which has repeatedly attacked the Inter-State Milk Producers' Association from the platform and through the press.

This investigator whom you employed, while forbidden to enter our office, has, no doubt, had opportunity to examine any and all of the material taken from our files by other investigators. He has been prominently active in the hearing room, handling our correspondence and coaching those more directly charged with the responsibility of asking questions.

We would consider it unethical for the Federal Trade Commission to employ as an investigator any person identified with our association or any distributor or any group of producers or any chain store or any group of stores handling milk in the Philadelphia milk shed.

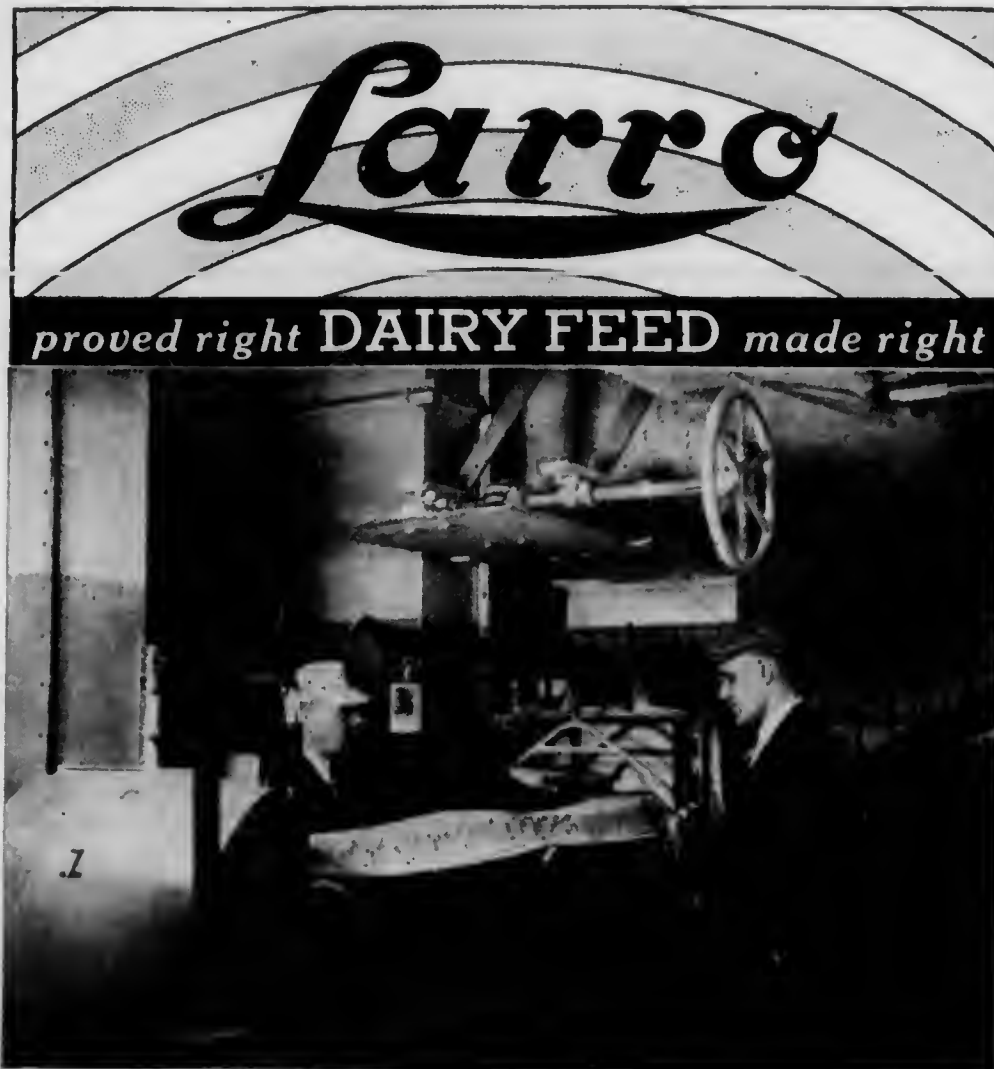
We are forced to the conclusion, therefore, that the investigation in Philadelphia is more than subject to question with respect to its being biased.

For these reasons our board, while reluctant to take such action, finds it necessary in the interest of our own producers to make formal protest to you against the character of the investigation as it has been revealed to date.

Respectfully yours,

INTER-STATE MILK PRODUCERS' ASSOCIATION, INC.

B. H. Welty, President.



proved right DAIRY FEED made right

Poidometers! Another Reason Why Larro Feeds Are Uniform

I showed you, Mr. Reynolds, how carefully we combine many different lots of each ingredient into a standardized blend that is always the same. Now I'm going to show you how we make sure that exactly the right amount, by weight, of each ingredient goes into the mixture.

I remember this. I saw a picture of it in a Larro advertising booklet. What do you call it?

It's called a "poidometer" and the process is exclusive with Larro. No other feed plant measures its ingredients in this way. And yet, it is the only way you can be absolutely sure of getting the correct amount of each ingredient into the mixture. Not even our careful standardizing processes can overcome the variations in the weight of ingredients to such an extent that we could have uniform feed if we measured them by volume.

A poidometer looks like a scale with a moving belt for a platform, doesn't it? That's exactly what it is. See that little gate? It's connected with the arm or beam of the scale above the belt. As the weight per cubic foot of the yellow corn meal varies, the beam moves the gate up or down. This keeps the correct quantity going into the mixture.

All these other poidometers are measuring ingredients in the same way, I suppose.

That's right. It takes 23 of them to handle all the ingredients needed in the different Larro Feeds.

I wish more of the feeders down my way could see this mill. They would be all through with cheap feed if they did.

Tell them to come any time, Mr. Reynolds. Visitors are always welcome at the Larro Mill.

Order Larro today from your Larro Dealer. And write for a copy of the ABC of Health, Production and Profit. It's free to dairymen in states east and south of Michigan.

The Larro Milling Company Dept. O Detroit, Michigan



INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' ASSOCIATION

Vol. XV

West Chester, Pa., and Philadelphia, Pa., Ap

No. 12

Emergency Acts and the Future

How Will Farm Groups Fare?

LIKE THE Eighteenth Amendment which was "an experiment, noble in purpose" so has much of the so-called emergency legislation been "noble in purpose."

This is especially true of attempts to legislate prosperity back into dairying while other farm products are left to shift for themselves. Federal laws have been passed that are doing some good and are causing a certain amount of confusion. State laws have been enacted which in their smaller way, have done a little good and created some confusion.

Notable among state efforts has been the creation of state milk control boards endowed with varying powers. Not the least among these efforts has been the attempt to control inter-state commerce in milk. This was truly "an experiment noble in purpose."

"Unconstitutional" was the opinion of the well informed dairy leaders of such attempts. "Crack down" was the attitude of those who wanted regulated markets and also of those who wanted to break down natural milk sheds and establish state lines as barriers.

Supreme Court's "No"

Then the United States Supreme Court stepped out with its 9 to 0 decision and said, in effect, that no state can say anything about the price of milk entering inter-state commerce. The crux of the decision is contained in the following paragraphs:

"What is ultimate is the principle that one state in its dealings with another may not place itself in a position of economic isolation. Formulas and catch words are subordinate to this overmastering requirement. Neither the power to tax nor the police power may be used by the state of destination with the aim and effect of establishing an economic barrier against competition with the products of another state or the labor of its residents.

"Restrictions so contrived are an unreasonable clog upon the mobility of commerce. They set up what is equivalent to a rampart of customs duties designed to neutralize advantages belonging to the place of origin. They are thus hostile in conception as well as burdensome in result.

"The form of the packages in such circumstances is immaterial, whether they are original or broken. The

importer must be free from imposts framed for the very purposes of suppressing competition from without and leading inescapably to the suppression so intended."

The scope of that decision falls alike on the just and the unjust, the square shooter and the chiseler. It prevents setting up state barriers. It does not prevent price cutters from getting their milk from outside the state and escaping state regulation.

On the same day a United States Appellate Court in California rendered a decision against Federal control of milk or its prices which is entirely intra-state, that is, which does not cross any state line on its way from producer to consumer.

A decision on a case originating in Rhode Island was since decided on essentially the same basis.

Today's Status

The net result is that states can regulate only the intra-state milk, the Federal government only inter-state milk.

It appears therefore that on most of our large markets, if there is to be any governmental control, it must be joint control because most of those markets are of such a character that some milk entering them does not cross state lines, some of its does.

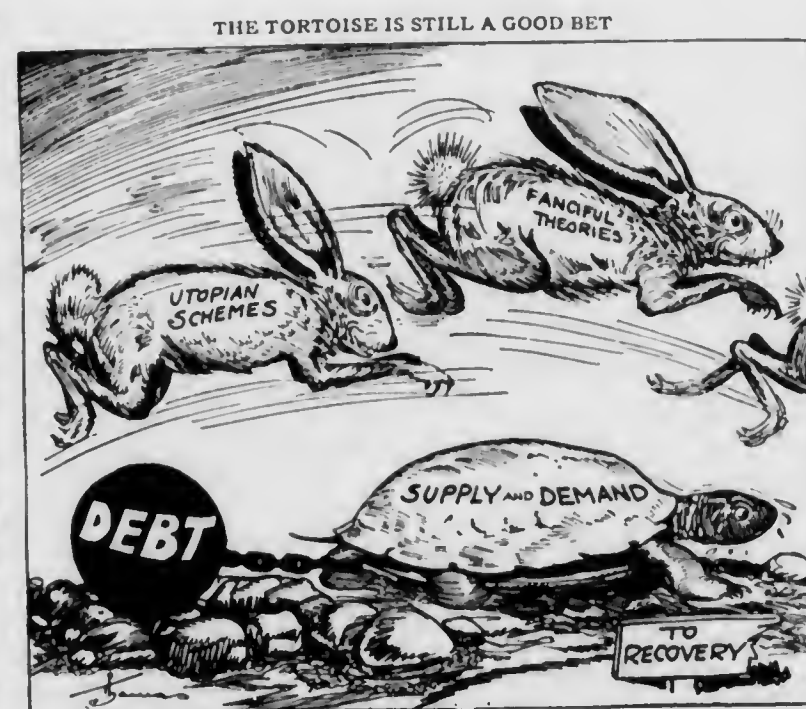
The Supreme Court decision threw several state control boards into confusion. New York asked at

once that the A. A. A. come in and help them control their market, an idea that had been talked about before but which never got beyond talk.

Likewise, New Jersey started at once to press its plan for Federal assistance in setting up a "New Jersey milk shed"—regardless of marketing areas.

Press reports of March 4 stated that on that date an "administration" milk control bill was to be introduced in the Pennsylvania legislature. This bill would have empowered the control board to set up state barriers on almost all dairy products except butter and cheese. The Supreme Court decision was announced on that day and nothing more was heard of that bill until March 25. What changes were made during those three weeks we do not know.

What next? Powers of both State and Federal regulatory bodies are definitely limited. Acts creating those bodies are emergency acts of short duration. They have done some good. They have (Please turn to page 16)



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Testimonial to "Daddy"

"DADDY" WILLITS was the guest of honor at a testimonial dinner tendered him on March 13 by the Inter-State board of directors and attended also by association officers and field representatives.

Daddy (F. P. on the records) took a leading part in the organization of the Inter-State almost 19 years ago and was the first president of your association, serving in that capacity from the first meeting after receiving the charter on March 15, 1917, until after the annual meeting in December, 1921, when he refused to be a candidate. He has served as a director and a member of the executive committee ever since the association was chartered.

Three others of the original Board of Directors who are still on the board gave short talks. H. D. Allebach related experiences of the early days, especially of the months just previous to the reorganization. He emphasized the wisdom and soundness of the standards which guided "Daddy" and which were instilled by him into the actions and policies of all the early officers, standards which are still in effect and which apply now as they did in those troublous days late in 1916.

Frederick Shangle and Asher B. Waddington added bits from their own early experiences which, taken altogether, painted a vivid word picture of the good done under Daddy's wise leadership, and which has carried through the years.

Adding a poetical touch to the dinner Mr. Shangle read the following poem, especially adapted for the occasion:

DADDY

*He's tall and he's lean with a smile in his eyes
A grand sense of humor and yet mighty wise,
So loyal to friends, so staunch and so steady
With counsel and sympathy always so ready!
He stands for fair dealing, his vision is clear
He's proved it to us now for many a year.
His judgment is sound and his record is clean
There's nothing about him that's petty or mean.
He was our first president and I've been
thinkin'
There's something about him reminds me of
Lincoln
Well, anyhow—he is a man through and
through,
Of course, Daddy Willits, I'm speaking of you!*

Mr. Waddington added his poetic bit with the following quotation from Rudyard Kipling's "If":—

*If you can keep your head when all about you
are losing theirs and blaming it on you
If you can trust yourself when all men doubt
you
But make allowance for their doubting too;
If you can wait and not be tired by waiting
Or being lied about don't deal in lies
Or being hated don't give way to hating
And yet don't look too good nor talk too wise.*

*If you can dream—and not make dreams your
master
If you can think—and not make thoughts
your aim
If you can meet with triumph and disaster
And treat those two imposters just the same
If you can bear to hear the truth you've spoken
Twisted by knaves to make a trap for fools
Or watch the things you gave your life to broken
And stoop and build them up with worn-out
tools;*

B. H. Welty, Inter-State president acted as toastmaster and, speaking for the entire board, presented "Daddy" with a silver bowl and with a parchment scroll bearing the following testimonial, signed by the members of the present board:

TESTIMONIAL

Frank P. Willits
March 13, 1935

"Daddy"! Who has a better right to address you thusly than we, the Directors of the Inter-State? You developed our great organization from an idea. You builded well. As our first President you guided and directed us upon a safe course. Your counsel is ever helpful, sound, forward looking. We, the directors, and all members of the Inter-State, owe you a debt that can never be repaid. So today, we salute you, "Daddy," and thank you for the splendid service you have rendered the organized producers of the Philadelphia milk shed. As a small token of our esteem we present you this silver bowl, confident in the knowledge that, long ere this, your generous service to your fellowmen has more than filled it to overflowing.

By-Law Amendments

THE BOARD OF DIRECTORS at the meeting on March 13-14 gave final approval to several minor amendments to the association by-laws. These amendments were designed to provide for exceptional cases which might possibly arise in the nomination and election of directors under the plan approved in 1934.

These amendments which are, in effect, additions to the by-laws are printed herewith.

Section 13, paragraph G, was amended to read as follows:

The Secretary shall mail a ballot to every stockholder in each District from which petitions are received nominating more than one member for the office of Director; such ballot shall list alphabetically the names of candidates and shall be so arranged that the stockholders may indicate their choice of candidates by placing opposite such name a cross (x). The ballot to be valid must be returned within the time limit allowed, properly marked, and bearing the signature of the stockholder voting the ballot. Postage-paid, addressed envelopes shall be mailed to the stockholders with the ballots for use in their return.

Where but one candidate is nominated in any District the Secretary shall give notice by mail to every stockholder of such District stating such fact and naming the candidate. This notice may be by postal card.

Section 13, paragraph H, was amended to read as follows:

In the event nominating petitions have not been filed by October 1st for any candidate for any District the Secretary shall declare the nominations open for such District and within five days so notify the presidents and secretaries of all locals comprising the said District; whereupon the Secretary shall place upon the official ballot the names of the first three candidates whose petitions are filed with him and the names shall be arranged so that the candidate whose petition represents the greatest number of shares shall be first; the next greatest second, and the least shall be last. If nominating petitions are not filed until

seven days before the election the Secretary shall declare the nominations closed. In the event of a tie for any place on the ballot the nominee whose petition represents the greatest number of shares shall prevail.

Section 13, paragraph I, was amended to read as follows:

In case of the death of a nominee after the counting of nominating ballots but before election the candidate receiving the fourth largest number of votes on the nominating ballots shall be given a place on the official ballot. Should the deceased candidate be unopposed in his district then nominations shall be reopened as provided in paragraph H of this section, extending the time for receiving nominations to within three days before the date set for the election. In case of the death or resignation of a member of the Board of Directors between the closing of the September issue of the Inter-State Milk Producers' Review and before the election of directors, nominations shall be made, if time permits, as provided in the second sentence of this paragraph.

Section 13, paragraph J, was amended to read as follows:

In the event nominating petitions are not received to cover emergencies as set forth in paragraphs H and I of this section then the position of director from such districts shall be declared vacant and shall be filled by vote of the remaining members of the board as determined at the election.

Section 13, paragraph K, is now the same as paragraph H before amendment.

Section 13, paragraph L, is now the same as paragraph I before amendment.

Section 13, paragraph M, which was amended by the following addition: "and have on file with the Association a signed sales contract."

The last named amendment provides an additional qualification which candidates for directorships must meet.

The revised by-laws are being printed in full and copies will be sent to the presidents and secretaries of all Locals. Any member who desires a copy may have one by requesting it through this office.

Dairy Cooperation Explained

OUTSTANDING among the constructive testimony heard at the recent Trade Commission inquiry on milk was that offered by Charles W. Holman, Secretary of the National Cooperative Milk Producers' Federation.

Mr. Holman reviewed briefly the history of the co-operative marketing movement, the early state laws encouraging it, the Capper-Volstead law and its application, the Cooperative Marketing Division Act of 1922, and the Agricultural Marketing Act of 1929. He emphasized that it is a national policy to foster and encourage agricultural cooperatives saying:

"It (farm cooperation) is a movement that had its roots more than fifty years ago among the farmers themselves, which is widely scattered having eleven to twelve thousand units, and which has perhaps the best record as to payment of any type of business enterprise in the United States. It is an axiom that it is almost an impossible undertaking to kill the cooperative once it is formed. It certainly refutes any wild and unwarranted statements as have been made before this body concerning the general character of the cooperative movement."

Different types of dairy cooperatives were described briefly and the evils and abuses which were found so frequently only 20 years ago were mentioned. Sales policies, why and how they developed and their differences were outlined.

Price Plans Described

This witness insisted there is no such thing as a flat price, that in a few markets the price of milk used for all purposes is averaged and this average is paid all producers. It is really a pool or classification plan without any mention as to how the milk is used and it is almost always a low price, just a little above the value of milk for butter. The pool or classification plan, when so labelled, pays an average price according to the amount used in each class with a definitely announced price for each class.

The basic-surplus plan is in use in 34 markets operating under the A. A. A. It balances production and pro-rates payments according to uniformity of production throughout the year.

Market pools were discussed, their advantages and difficulties outlined. This plan is incorporated in most of the Federal Milk Licenses and is under control of the Federal administrator who sees that each producer shares proportionately in the market,

regardless of the type of sales by his dealer.

The function of dairy cooperatives was outlined as that of bargaining for price and to get as much control of country handling of milk as conditions warrant. Some cooperatives also distribute milk in cities.

The type of organization was then discussed, emphasizing that many cooperatives, including the Inter-State were organized before their states offered cooperative laws, thus making stock ownership a necessity.

Charges which were made two days before by two different witnesses were shown to be unsupported and without basis of fact. The one about directors keeping themselves in office was typical. (Eleven Inter-State directors have been in office less than forty months.)

Modest Salaries

Salaries of cooperative officials were described as very small compared with salaries paid for similar ability in other businesses. (Note that many other salaries mentioned in the hearing were much larger than any ever paid by your association.)

Manner of bargaining, factors entering price determination and related subjects were discussed. Among the latter were mentioned relative costs of feed and supplies, farm labor rates, season of year, competition of low price milk from other sections, price of manufactured dairy products, transportation costs, sanitary standards, and similar factors.

Holman emphasized the following points:—

"The wise board of directors never asks any higher price than that maximum and they may adjust that price even in the middle of the month if they find indications that it has been too high.

"If the price that the Board asks is too high there will be consumer resistance and that throws additional quantities into surplus.

"If the price is very enticing the farmers themselves will throw more feed to the cows, and some will buy more cows and in a few months they will break down the price structure which they set.

"That is what the wise board of directors does. It often happens that the Board knows it can get a higher price than it asks; it does not do it because it does not want to have to do a lot of repair work in about three months."

The combined effects of the dairy cycle, with a constantly increasing number of dairy cows up to 1934,

and of the depression, which came on just when that cycle caused an all-time peak in production, were described as causing the distress in the dairy industry. He declared emphatically that the price of milk—or of anything else, could not be held up when production was increasing and buying power dropping.

It was stated emphatically by Holman that because of the depression the farmer is not getting as much for his milk as he needs. Also that this situation was capitalized by agitators which resulted in milk strikes and similar social disturbances.

In concluding his testimony Holman said: "Because our people sit on one side of the table and the distributor sits on the other and they finally come to an agreement as to what should be done does not mean that the distributor is controlling our people. Although we have been charged with being tools of the dealers, the charge has never been sustained and as far as I know is unfair as this has never been proved. As the cooperative movement gets a little older and perhaps our organizations become smoother running you will find that the cooperative dairy movement will be one of the permanent institutions of America."

County Agent Bucher Has Service Record

Floyd S. Bucher rounded out 22 years as county agricultural agent in Lancaster county on March 10. Bucher said that the novelty of the work appealed to him when he entered it in March, 1913, in his home county. He has continued there since, acquiring the longest record of service among the agents of this state.

Two years ago Bucher was honored at a dinner in Lancaster which celebrated his completion of 20 years in county agent work. In February Bucher was made an honorary member of the Philadelphia Society for Promoting Agriculture and awarded the Society's Medal of Achievement.

Willows planted along banks of streams prevent soil washing, provide better conditions for fish and furnish shade for livestock. Trees can be started by inserting green willow twigs in the moist ground along the stream.

INTER-STATE MILK PRODUCERS REVIEW

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Elizabeth McG. Graham, Editor
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Milk !!! The Food For All Ages

Who Are Our Competitors

When wholesale butter prices passed 32 cents competition was invited even though not wanted. With butter above that approximate figure the tariff of 14 cents a pound was not enough to keep out foreign butter—not to mention driving some consumers to our ever-present competitor, oleomargarine.

How many of our foreign competitors do you know. I had to look on the map to locate some of them. Here they are with pounds of butter they sent us in February. New Zealand, 2,909,424; Denmark, 60,144; Argentine, 369,880; Sweden, 56,000; Lithuania, 28,000; Latvia, 63,504; Russia, 19,600; Hungary, 29,120; Poland, 12,096; Estonia, 16,352; Assyria, 3,136. Siberia and Umania have also sent small shipments. February imports of butter totaled 3,623,985 pounds, total for the year up to March 29, was 10,036,266 pounds.

Milk Consumption Gains

Milk consumption in Philadelphia is definitely on the increase after experiencing a drop during the depression, according to a study by Milk Research Council, Inc. entitled "Milk Consumption Trends in New York, Boston and Philadelphia."

The drop in per capita consumption of milk started in 1930 and speeded up in 1931 and 1932, with a further slight drop in 1933. The total decrease was 15.5 percent from 1929 to 1933, of which 4.1 percent was recovered in 1934, leaving a net loss of 11.4 percent up to date during the depression. This figure corresponds very closely with the findings of the State College-Dairy

Council joint study made in June, 1934.

Contrasted to this decrease in our own market there was a 29.4 percent decrease per capita consumption in New York City from 1929 to 1934 and a 20.7 percent drop in Boston from 1930 to 1934. New York City showed a drop of 7.3 percent from 1933 to 1934 whereas Philadelphia showed a gain of 4.1 percent in the same period. Boston experienced a 0.7 percent drop in 1934.

Use This Counsel

Mr. Earle, you possess a real opportunity to render Pennsylvania agriculture sound service. You have stated publicly that you intend to do so.

In making that statement you also asserted that you will consult with the leaders of Pennsylvania agriculture in developing your program. That is good sense and sound business.

But, Mr. Earle, we regret that to our best information you have, up to this time, consulted the actual leaders of Pennsylvania agricultural organizations only once in a short conference. At least this is believed true as it applies to most of the agricultural organizations which have a bona-fide membership with regularly elected leaders.

We are looking to you to take these true representatives of Pennsylvania farmers into your counsel and to use their help in developing your farm policies and programs. Those men have years of practical experience and successful performance and are ready to help you.

Pennsylvania farmers cannot afford to have their counsel ignored. You cannot afford, Mr. Earle, to ignore their counsel.

Joint Control Proposed

The public press carried numerous articles during the last ten days of March relative to a proposed joint Federal-State control of milk. This movement appears to be in the formative stage at present with little known about the directions such control may take.

Federal control has been built around strong dairy marketing cooperatives, it being successful in no market in which such local support was lacking. Another feature of Federal control has been the full recognition of the correlation of fluid milk and all branches of the industry keeping price structures in line, one branch with another.

Whether Federal authorities will change policies or whether a workable plan on another basis can be developed is conjectural.

Our Advertising

Every reader of the REVIEW is encouraged to patronize those individuals and firms that advertise with us. We take every reasonable precaution to accept advertisements only from reliable firms which offer reliable products.

Advertising orders are turned down in cases where the product to be offered, we feel, may not work out to the good of our members. Should any reader have reliable information to the effect that an advertiser is not reliable or that products are not as advertised we want you to give us full details.

The REVIEW is your publication. Our job is to make it as useful to you as possible and you can help in this by patronizing those firms which advertise with us. Tell them that you saw their advertisements in the REVIEW.

National Dairy Show St. Louis, October 12-19

After a lapse of three years the National Dairy Exposition will be held again in 1935. The site is St. Louis and the dates October 12-19. It will be held at the Arena, especially adapted to the show and built in 1929, where the show was held in 1929, 1930 and 1931.

During the same week the International Association of Milk Dealers and the International Association of Ice Cream Manufacturers will also meet in St. Louis.

The National Dairy Exposition will be under the supervision of Lloyd Burlingham, Secretary. Charles L. Hill, of Wisconsin, is the president of the National Dairy Association which sponsors the show.

Farm Cooperatives Meet At Penn State

Members of the Pennsylvania Association of Cooperative Organizations gathered at the Pennsylvania State College March 7 and 8 for their annual conference.

Topics discussed in the conference included national aspects of cooperation, marketing services, credit facilities, coordinated efforts, development of cooperatives, and what is new in cooperation.

Speakers of national fame supplemented state agricultural leaders on the program.

He-Sez: "What makes you think there is a woman in the moon?"

She-Sez: "No man would stay there that long alone, and be out every night!"

Class I Percentages

Percentages of payment by milk dealers active in this market and some of the secondary markets are printed herewith. These figures apply to payments for February milk and most of them show a marked drop from January percentages.

Much of this drop is due to the shorter month. February with its 28 days being 10 percent shorter than January, resulting in corresponding reductions in sales while the regular monthly basics were used. Production would be affected by the short month in much the same way as consumption, resulting in no great increase in amount of milk in the lower price classes unless caused by an increased production per day.

Production is expected to increase during the next three months with practically all producers shipping their full Class I quotas which may cause a further slight decrease in Class I percentages after March.

Correction: Through an error the percentages paid in each class as published in the March REVIEW stated that those figures were for February payments. They were for January payments. February percentages are published in this issue.

Basic Utilization Percentages February, 1935

Name	Class I	Class II	Class III	Class IV	"A"
Abbotts	78	3	26	Bal.	86
Baldwin	87	13	Bal.	Bal.	100
Breuninger	81	12	Bal.	Bal.	
Clover Dairy	71	12	Bal.	Bal.	
Delchester	85	Bal.	Bal.	Bal.	
Fram Dairies	71	11	Bal.	Bal.	82
Harbison	95	15	Bal.	Bal.	87
Martin Century	78	Bal.	Bal.	Bal.	59
Scott-Powell	77	11	Bal.	Bal.	76
Supplee	71	11	Bal.	Bal.	

Marketing Facts

The reasons for many of the sore spots and the aches and pains being experienced by the dairy industry these "throbbing thirties" (1931-34) are exposed in a 56-page bulletin recently published by the University of Wisconsin.

Market price plans and policies, influence of prices on production and on development of surpluses, essentials of a sound price policy, effect of new distributors, distributors margins, division of the consumers' dollar, analysis of distributors costs and profits, public control of milk distribution and competition of evaporated milk with fresh milk are a few of the subjects covered.

This bulletin, written by W. P. Mortenson, appears to be both critical and unbiased. It is based primarily upon conditions in Wisconsin but the principles discussed are fundamental and the difficulties diagnosed are found in practically

every market of the country today. Every reader of the REVIEW who desires a broader knowledge of milk marketing problems should have a copy. It can be obtained by sending 10 cents to the Bulletin Mailing Office, College of Agriculture, Madison, Wisconsin. Ask for Research Bulletin 125, Economic Considerations in Marketing Fluid Milk.

What About This?

The writer of certain articles for Dr. H. C. Reynolds' organ said he had an official copy of the record of the Federal Trade Commission milk inquiry before him. Then, Doctor, why didn't you (or your helpers) turn to pages 2456 and 2457 of that record when that article for page 167 of your "Dairyman" was written.

If you as editor had done so, or had had it done, and you still desired to tell the truth, you then would have told your readers that, in spite of the fact that Mr. Welty's basic was 6446 pounds last May and June, you had sworn under oath that it was only 2268 pounds in May and that it was manipulated to 5224 pounds in June.

Your feeble alibi carefully refrains from mentioning basics. Why? Our guess is that you know you were wrong and you hoped that you could fool your readers by giving approximately his production figures, carefully omitting other important facts.

You testified that favors were granted. You misbranded certain figures in trying to prove your point. Now you avoid quoting your own sworn testimony when it fails to bear up under the facts.

A Selfish Attitude

Agriculture faces an immense obstacle in its fight for recovery. That obstacle is the ever-present attitude of other groups that "We are in favor of farm relief—as long as it doesn't cost us a cent." Lip service is as far as such pretenses of help ever get.

Tirades against the A. A. A. are now found daily in the press. Some have merit. We believe more of them are designed to sell papers rather than enlighten readers.

Typical was a recent editorial about the A. A. A. which stated "We remember his (Wallace's) grave admission that the country did not produce enough milk to maintain a decent standard of health, which was followed by his program for killing 15,000,000 milk cows, to boost milk prices and put the industry in a sound position."

Poppycok, again poppycock!

Even the rich and moderately well-to-do as a class do not use as much milk as dietary standards prescribe. If they who would least notice the cost do not buy that amount of milk why should any one produce it.

It's a safe guess that 90 per cent of the employee's families of that newspaper do not use those recommended amounts of milk—probably because they do not realize its food value—possibly because they can not afford it.

That statement of "killing 15,000,000 milk cows" is pure ignorance. About half that number of cattle were killed in the drought relief program, almost all of which were range cattle, a few worn out dairy cows.

The general public has access only to such misinformation and so naturally they condemn agricultural activities which may raise the price level. They are not told that when farmers get additional money they put it to work at once, all of it finding its way back to the city eventually through purchases made by farmers.

The most pious may not live in peace if it does not please his wicked neighbor.

Inter-State Milk Producers' Association

Incorporated
Flint Building, 219 N. Broad St.
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers
in the Philadelphia Milk Shed

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Legislative Progress

DAIRY LEGISLATION is moving slowly. Milk Control bills are of great interest but the recent Supreme Court decision has necessitated a revamping of most such proposed legislation.

New Jersey, with several such bills, is still far from agreed on what bill to push or whether to compromise on some middle ground measure. Until some more definite proposal is advanced it is impractical to make a stand on any one proposition.

Press reports of March 4 stated that a strong milk control bill with teeth was to be introduced in the Pennsylvania legislature by the administration on that day. It did not appear until March 25.

Several of the teeth, according to preliminary information, are designed especially to "get" cooperative milk marketing organizations. They appear very similar to the "teeth" which were pulled out of the present law, before its passage, and that expires April 30 and which would have given the control board power to pierce the hearts of cooperatives and remove their very life. Privileges would be granted to the board to pry into and regulate internal affairs of cooperatives when no such privileges are granted them in their relationships with ordinary corporations or business establishments.

One tooth of the new bill would allow no exemption from the dealers' bonding clause.

Whether this bill will pass in its present form depends upon the relative strength of the arguments raised for and against its various features. After careful study Inter-State officers feel that the features objectionable to cooperatives must be removed before passage of the bill.

A committee of six representing practically all the established dairy cooperatives of the state is keeping in close touch with the legislative situation. They held a conference with administration leaders shortly before this bill was introduced and were promised the privilege of inspecting any administration milk control bill before its introduction with opportunity to O. K. or suggest changes. This bill, house bill No. 1721, was introduced with that promise never having been fulfilled.

This committee was sponsored by the State Grange which is still active in its counsel, representing as it does, among its membership, thousands of milk producers who

belong to dairy cooperatives and thousands more who are not dairy co-op members.

Legislation providing a state milk control board in Maryland has been introduced as House bill No. 168 and to date has received 51 amendments.

House bill No. 178 in the Pennsylvania legislature is now (March 30) in committee after second reading. This bill is a revision of Act No. 428 regarding milk inspection and sanitation. As presented, it is considered too broad in its scope. Enforcement, if not impossible, would be impractical. Another sound criticism is the broad power given whoever may be the enforcement officer, power considered too great for any person regardless of his sincerity of purpose.

The bill for bringing Babcock test regulations up to date has passed the Delaware Senate and is well along in the House. This bill,

Senate Bill No. 50, deserves the support of all Delaware milk producers. A similar bill has been introduced in the Maryland legislature. It is House bill No. 511 and passage is expected before this reaches you.

Other bills of varying character and value have been introduced in our legislatures but very few have come out of committee. No stand can be advocated until those bills take more definite form.

Little of special interest to dairy groups has been introduced in Congress. The amendments to the Agricultural Adjustment Act are such that dairy interests are not yet ready to endorse them.

One bill for the Pennsylvania legislature would, if passed, make it a court offense for amateur photographers to sell even one print of a picture unless a \$25.00 annual license is held. This House bill No. 798 deserves your objection.

Letters From Our Readers

GREENFIELD FARM
March 27, 1935.
Editor, MILK PRODUCERS' REVIEW.

Sometime ago I requested the REVIEW to print a complete transcript of the testimony of the Inter-State officers at the recent Federal Trade Commission hearing.

In reply you stated that this was impossible because of the great volume of testimony taken. You also stated that a transcript prepared by the Association's stenographers was available at the Inter-State office for inspection of members.

During the past week I have examined the transcript referred to and received the assurance of the stenographer who took it that it was correct and complete to the best of her knowledge and ability. On the basis of this examination I have reached the following conclusions:

1. The examination of Mr. Allebach by former Judge Hilldrop does not appear to have been designed to secure a fair and unbiased picture of the milk situation or of the Inter-State. Many questions appeared to be leading, insinuating or sneering. This was a great contrast to the smooth questioning and broad latitude allowed Dr. Faringer. I also believe that no such inquisitorial methods were used on the prominent milk company executives who were examined.

2. The letter of Mr. Allebach to Dr. Kelly dated April 20, 1933, was unfortunately worded but the action which it was designed to secure was in the interest of a producer and was a proper request. Nothing could be more unfair to a busy executive who handles a heavy volume of correspondence than to search through the files of ten or fifteen years for some phrase or paragraph which taken by itself could be used to condemn or discredit him.

3. It is true that the Inter-State was at this time wasting a great deal of energy and money in internal dissension. The writer believes that part of the blame for this condition must rest on the officers and directors for failing to sense the widespread dissatisfaction of the membership for certain policies. On the other hand those who were dissatisfied would have

done better to express this fact by voice and vote at the annual meeting rather than by endeavoring to foment dissatisfaction throughout the territory and dragging the Association into needless and useless law suits.

4. As a result of these additional expenses during a period of declining income, the substantial reserve fund that the Association accumulated during good years has now been reduced to \$5000. While it is not expected this will be further impaired during the current fiscal year it is nevertheless inadequate to safeguard an Association of this size in case of some heavy unexpected expense.

5. Our organization cannot succeed unless the members are united, and the writer therefore recommends that members who are dissatisfied should first, consult with the officers of the Association; second, publish their views freely in the columns of the REVIEW; and third, stand up on the floor and fight for them at the annual meeting. Then when the issue has been decided by ballots, drop all destructive criticism and work for the good of the Association during the ensuing year.

6. In order that this program may become effective, however, it is essential that the Directors should cooperate by opening columns of the REVIEW to all shades of member opinion and by rearranging the program which is followed at the annual meeting. Under no circumstances should the members be asked to vote for Directors until after the officers' reports for the preceding year have been read and full opportunity has been given for the discussion of Association business from the floor. I know of no other organization in which the members are asked to reelect directors for an ensuing year before the latter have given account of their stewardship of the Association's business in the year preceding. I do not think that such procedure can be defended.

Very truly yours,
J.H.C:FLB J. HOWARD CLIFFE
(All members are invited to come to the Inter-State office and inspect this testimony)

Avoiding "Garlic Returns"

By Clayton Reynolds, Inter-State Fieldman

WITH THE ARRIVAL of the song birds and weather permitting spring activities on the farm, comes also the annual spring problem of garlic and other objectionable flavors and odors resulting from too early pasturing of garlic-infested land.

Garlic and other early pasture flavors and odors cause, over a considerable part of the Philadelphia milk shed, a loss in milk and money greater than from any similar source. Contrary to the belief of many, the problem is not or never was confined to the southern part of the milk shed.

Dr. Dodd, from the Ohio State Extension Service, in a talk on pastures at the last Dairymen's Association meeting at Harrisburg, stated upon questioning that the same problem exists in Ohio, and when asked how the dairyman handled it, replied that they took a lower price for milk.

Unquestionably this costly solution has been applied to sections of the Philadelphia territory where farmers with garlic in their pastures and with unsatisfactory landlord-tenant arrangements are prevented from raising sufficient feed. As a result many such farmers are forced to seek markets which do not turn back milk because of a garlic odor.

The amount of milk lost through rejection for garlic has decreased to a great extent in the last few years. It is difficult to determine just how much of this reduction has been due to farmers shifting to less discriminating markets and how much has been due to a change in feeding practices.

Time Eliminates Odor

There has been abundant discussion regarding the space of time necessary between removing cows from garlic-infested pasture and milking the cows in order to avoid the garlic flavor and odor in the milk produced by those cows. A government experiment conducted several years ago showed the milk became contaminated with garlic flavor and odor as soon as one minute after the cow was fed garlic and the odor remained noticeable for seven hours after which time the cow could be milked without the milk having any garlic odors. In this experiment the cows were each fed one-half pounds of garlic and were presumably in good condition physically at the time of the experiment.

The writer has observed cases of a distinct garlic odor in milk when the

cows were milked as long as fifteen hours after removal from any source of garlic. It is questionable whether this additional length of time was due to the cows being in poor condition, which required a longer time to get the garlic out of their system, or whether it was due to the cows having consumed such a large quantity of garlic, a combination of both, or possibly other conditions. The fact remains, however, that where a field is badly infested with garlic it is exceedingly difficult to pasture it early in the spring and still produce marketable milk.

We have dairymen who are blessed with pasture practically free from garlic, who can pasture early in the spring without bad effects, but the wise dairyman is planning his operations so he is not compelled to turn his cows out to pasture until the weather is warm enough and the grass is long enough so that cows will pass up the garlic for the grass.

One Effective Solution

This brings us to the only practical solution to the garlic problem. Develop plans to grow enough feed in the form of fodder, hay and silage to carry the dairy herd until the danger from garlic is past. This means that now is the time to work on the garlic trouble for next year.

For the producer who hasn't enough feed to last until his regular pasture is developed and the garlic dried up, certain suggestions may be of help. The most common is to pasture only for a short time immediately after milking, then getting the cows up and feeding them dry feed. Where the dry feed is practically gone the cows may be pastured until noon or shortly after noon and the night's milk kept off the fluid market.

No hard and fast rules can be laid down for controlling this trouble but some degree of solution can be worked out in almost all cases. Many factors enter each case.

Fields heavily infested with garlic can be pastured with safety only a short time each day. A safe time limit on pasture on a dry morning will be entirely too long on a damp or rainy morning. The abundance of grass in the pasture is important. Even with apparently the same conditions one producer may be able to pasture his cows until noon, while his next neighbor who pastures only until nine o'clock suffers rejected milk.

One thing can be done, however,

by everyone and that is to examine carefully the milk before it leaves the farm and if there is a possibility of its being rejected don't allow it to be sent. In this way each producer will be helping the market for his neighbors as well as for himself by helping maintain a high quality standard.

Possibly the most practical information on this and similar subjects can be obtained close to home. It involves one of the most elementary factors in cooperation, namely, that of exchanging ideas with your neighbor. At every milk plant and in every neighborhood there are milk producers who never lose milk from garlic flavors and odors. Get this neighbor's suggestions and adopt his methods.

Let us remember that any methods we may use while pasturing early on garlic infested land are more or less makeshift, that the only real solution is the making and carrying out of plans to have enough feed to eliminate the need in the future of pasturing too early in the spring.

● "My son, never speak unkindly of price-cutters never knock them. Because God made them the same as He made crabs, hornets, lizards, roaches, ants, centipedes, fleas, lice, bugs, wasps, snakes, skunks, and other unpleasant things. In His inscrutable wisdom He made them. Why He made them, only He knows. Some day He may enlighten us—but up to now, I'll be dashed if I understand."—National Grocers' Bulletin.

Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of February, 1935:

	NO.
Butterfat Tests	5619
Plants Investigated	34
Calls on Members	302
Quality Improvement Calls	3
Herd Samples Tested	542
Membership Solicitation Calls	56
New Members Signed	4
Cows Signed	30
Transfers of Membership	18
Microscopic Tests	32
Meetings of Locals	1
Attendance	47
Vocational School Lectures	23
Pupils Attending	2545

The Cooperative Community

Elizabeth M^cG. Graham, Editor

AMONG NEIGHBORS

A step toward closer cooperation among the western wool cooperatives was taken recently at Phoenix, Ariz., when the managers from a number of the territory wool states met and organized a manager's association. It is planned to hold a week's school for managers of all the wool cooperatives. Attending the organization meeting at Phoenix were the managers of associations operating in Montana, Wyoming, Utah, Oregon, Washington, Arizona, New Mexico, Texas and Colorado.

Jackson, Kiowa, and Caddo Counties, Oklahoma, share the distinction of having more farmers' cooperative cotton gin associations which ginned more cotton cooperatively in 1933-34 than any other three counties in the United States. During that season these counties produced 234,921 bales of cotton of which 102,153 bales, or 43.5 percent, was ginned cooperatively by the 39 cooperative cotton gin associations which own 41 plants in the three counties.

Interstate Associated Creameries, of Portland, Ore., has put into effect a bonus plan for its employees. Twenty percent of this year's profit of the association's storage operations was set aside for this purpose. The distribution in 1934, the first to be made under the plan, amounted approximately to one month's salary. The association feels that the bonus plan is a forward step in cooperation in that it is joining labor and the farmers more closely together, to a sharing in the profits.

Farmers' Union Central Exchange, of St. Paul, Minn., expects to be blending oil in its new oil blending plant early in March and making shipments to its affiliated cooperatives in the Northwest shortly thereafter. The building will have a basement for drum cleaning, painting, and storage; a barreling and warehouse floor for oil, additional warehouse floor for storage of tires and grease, storage tanks enclosed in the building that will have a capacity of 215,000 gallons for the storage of the basic stocks that go to make up the finished oil, and an office and supply room.

The Exchange now has 211 local affiliated companies. In 1929 there were 20. The number of tank cars of gas, kerosene, and tractor fuel handled by the exchange has risen from 425 in 1929 to 3,362 in 1934.

The Sioux Honey Association of Sioux City, Iowa, markets between 1,250,000 and 1,500,000 pounds of honey a year. The association started business in December, 1922. An effective and rather extensive merchandising organization with representatives in eastern and southern markets has been developed. Until four years ago, the association followed a practice of buying the producers' honey at the going market price and assumed all risk of market fluctuations. After an unhappy experience with a falling market, the association changed its policy and the members' honey is now handled on a pool basis. In addition to the honey business, the association also purchases bee supplies for its members.

(Please turn to page 15)

What Can I Do?

A note of great earnestness ran through the Women's Session at the 1934 Annual Meeting. "What can I do to help?" characterized the growing feeling that the cooperative way of doing business—for mutual service and not for private advantage—was a beacon of hope. These days Inter-State women are not alone in this feeling. It is shared by thousands upon thousands of the finest type of other men and women in this country and in other countries.

"What Can I Do?" At the Annual Meeting, in letters, and in personal discussions certain answers have taken form in the minds of various Inter-State women. To these answers you will probably add others that occur to you.

1—Read and study all the information you can possibly secure on the Cooperative Movement.

What are its possibilities for helping in the problems of our families and of the community at large? As something you run across particularly impresses you, make a point to share this find with the rest of the family by reading or having someone read it aloud after supper. Cooperative-mindedness begins at home.

2—Talk and discuss cooperation with your friends and neighbors. With those that are not aware of This New Giant In the Earth as well as those that are already participants in some form of the movement.

We should never have been able to come this far unless there had been an evangelizing spirit among cooperative members. We have a long way to go yet. If your neighborhood is a typical one, there are twice as many people out of the cooperative movement as in it. Whether we are cooperating to sell or to buy, or for desired services we must have those outsiders with us before we can accomplish our objectives.

3—Be a Committee of one to suggest "The Cooperative Movement" as a live topic for one of the programs this year of the various organizations to which you may belong, such as the Grange, parent-teachers association and women's club.

The subject can be discussed from any particular phase you desire, such as buying, selling, or as a review of the progress of the movement as a whole. The "Inter-State" will be glad to help you plan such a program.

4—Assist in every possible way in the building up of a strong unified group of local cooperators. It is considered important that each Local meet together four times a year. This is necessary (a) for informative purposes (b) for getting to know each other.

The cooperative movement moves forward on the feet of its community groups. It can travel in no other way. We must "sell" cooperation to the community as a whole.

Times are better—look at the picture on the right. →→→

Conquest

Milton, the blind, who looked on Paradise!
Beethoven, deaf, who heard vast harmonies!
Byron, the lame, who climbed toward Alpine skies!
Who pleads a handicap remembering these?

—VIOLET ALLEYN STOREY



PLANNING PROGRAMS

Unearth Hidden Talents

Reprint from "The Farmer's Wife"

Dear Editor: Every winter our neighborhood enjoys old-fashioned literary meetings. We have music, home-talent plays, recitations and readings.

We were all astonished one evening when our chairman announced that little Mrs. Hart would entertain the children with a bed-time story. Mrs. Hart is a very shy little person, but her oldest daughter had confided to "Teacher" who is also our chairman that "Mother tells the loveliest bed-time stories." It had required tact and coaxing to persuade Mrs. Hart to share her talent in public. But when she had once started talking to the little folks in the front rows, Mrs. Hart's bed-time stories became a favorite number on our programs.

We began looking about us for other hidden talent. An extra gang of Japanese had been working in the vicinity and had attended the meetings all winter. The program committee asked them if they would care to put on a number. They were highly pleased and agreed to entertain, as soon as they could send to Japan for costumes. They did a sword dance in native costume, and for an encore, a fan dance. Both were colorful numbers and decidedly unusual.

Other numbers during the winter included a talk on native customs in Holland by an old man whose boyhood was spent in that picturesque country, a sun dance and a snake dance, executed by an Indian "hired hand" in the community, whose father was an Indian chief, and other unusual performances. It was remembered that another farmer in the neighborhood, who was of German parentage, had a knack for telling anecdotes of the early German settlers who were his forbears. He talks without accent but his brogue in telling the stories is irresistible, and never fails to send the audience into gales of laughter.

Look about you when planning your programs and see if you can't unearth some hidden talent. *Program Planner, Colorado*

Farmer after long drought, when asked if he thought it was going to rain: "Not unless all those little clouds get together."

Unless we have economic measures to produce peace, especially the cooperation between nations, there is little hope for permanent peace. *KAGAWA,*

leader of the Christian and Cooperative Movement in Japan.

Verse for a Child

I've
Looked in
Simon's
Hen house
And
I've looked
In butcher's
Shops.
That's
How
I know
Chickens
Lay eggs
And lambs
Lay
Chops.

by LYSBETH BOYD BORIE
from "More Poems for Peter"



Headquarters of Sweden's New Cooperative Wholesale Built During the Depression

Impressions of European Cooperation

By Howard A. Cowden

Following the Congress of the International Cooperative Alliance in London last September, which I attended as one of five American delegates, I took the opportunity to visit a number of the consumers' cooperative institutions of Northern Europe. The people of Great Britain and Scandinavia have been cooperating for many years and their achievements are impressive. They have built slowly but consistently. They have never slipped back but gone steadily on.

The Rochdale Pioneers started their epoch-making experiment in 1844. In 1863 the English Cooperative Wholesale Society was founded as a wholesale purchasing agency for the growing number of retail societies founded on the Rochdale model. The Scottish C. W. S. came a little later. Today these two wholesales are the largest business institutions in their respective countries. The democratic method of one man one vote, and the distribution of profits as dividend on purchases prevails throughout.

There are seven million members of consumers' cooperatives in Great Britain. Practically everyone of these represents a family of working class or farmer status. Thus over half of the population is served, in some degree, through the cooperatives.

The largest retail society, that of London, has 535,000 members, more than the entire population of Washington, D. C. It operates hundreds of food and general stores, and a number of modern department stores. The English C. W. S. operates 152 factories dotted over England. It has coal mines, ships, and buying offices in important trading centers of other countries. Its tea plantations of 35,000 acres in Ceylon are world-famous. The factories of the Scottish C. W. S. at Glasgow cover 27 acres and produce 1,500 different items.

The Kooperativa Forbundet, or Swedish wholesale, manufactures tires and rubber shoes, flour, electric light bulbs and many other products. Each of these wholesales, devoted to turning out the best quality of goods at the lowest possible prices, is such an important factor in its respective country as practically to control the price levels. The C. W. S. Bank is the fourth largest in England.

These facts disprove beyond a shadow of doubt that claim often made by protagonists of the profit system, namely, that big business can be carried on efficiently only with the spur of the profit incentive. It also disproves the allegation that the common people are incapable of running big business, for most of the executives of these large cooperative businesses I found have come up from the ranks. I was impressed with the character, integrity and sound business ability of the cooperative executives I met both at the London Congress and on my tour of the cooperatives of England, Scotland and Sweden.

There are certain striking differences between the cooperative movements of these countries and of the United States. In the first place, a majority of the co-operators in those countries are industrial workers of the urban districts, while here the movement has made greatest headway among the farmers, both as producers and as consumers. Another difference is that European cooperative efforts are centralized to a greater extent than ours here.

In the United States, our cooperative movement, both of producers and consumers, has until recently been sectional and uncoordinated in character. Such sectionalism, and at times strife, has been encouraged by the interests that are opposed to cooperation. They seem to feel instinctively that once the co-operators get together they will be invincible—as indeed they will be.

Furthermore, the leaders of the European wholesales are putting forth vigorous

(Please turn to page 15)

There is no magic involved in cooperative business. Very much the same service must be rendered as private business renders and in the performing of this service many of the same expenses must be incurred. Cooperation does, however, present the only opportunity open to farmers to meet big business on a footing of equality and for the transaction of their business in such a way that service, quality of product and economical operation are the first consideration and that the economies effected revert to those for whom the business is done instead of to those owning and conducting the business for private gain.

—QUOTED.

Plan Pastures Now

WIDE AWAKE milk producers who are giving more attention to the possibilities of making their pastures more productive are finding it profitable. An acre of good pasture in a normal season should produce the equivalent of nearly a ton of 18 to 20 percent protein feed. Such being the case one can afford to invest some money and time in order to make the average pasture do this, says J. B. R. Dickey of Pennsylvania State College.

Most pastures have never received anything in the way of lime or fertilizer, and only such manure as was left by the stock. Even the best pasture will wear out with such treatment, just as would a cultivated field. Pasture will respond to lime, fertilizer, and manure just as profitably as the other parts of the farm. Where the tilled fields are already in good fertility it may be much more profitable to switch at least a part of the soil treatment to the pasture.

In an experiment in Bradford county, Pennsylvania, where a poor field was plowed up and seeded with a pasture mixture, the following production was obtained a year or two later:

Treatment	Green grass per acre per year	Acres required to feed 1 cow 300 pounds
Nothing.....	40
Lime and super-phosphate.....	6,000 pounds	2
Lime, phosphate, & six tons of manure	12,000 pounds	1

Excellent results have been secured by simply applying the lime, phosphate, and manure on the old pasture sod without breaking or reseeding.

Speaking of pasture improvement Dr. Howard B. Sprague, agronomist of the New Jersey Agricultural Experiment Station declares:—

"In no other crop is it likely that the increased value of the feed produced by improved treatment will be two to three times as great as the cost of the treatment. Pastures provide feed at a much lower cost than harvested crops or purchased feed. Well developed pasture management systems should largely eliminate barn feeding of the milking herd during the grazing season of 5 to 7 months."

An intensive system, according to Dr. Sprague, calls for the following practices on the part of the dairyman:

1. Divide the pasture land into 4 or more equal sized fields to permit rotation grazing.

2. Apply lime, phosphate and

potash fertilizers to all fields once every 2 or 3 years.

3. Treat 1 or 2 fields (depending on the total number) with manure, to be cut for young hay about June 1 and grazed in rotation with other fields thereafter.

4. Treat one field with 300 pounds per acre of sulphate of ammonia (or its equivalent) in late March, and a second field similarly about 2 weeks later. Apply 200 pounds per acre of additional nitrogen fertilizer to one of these pastures in early June, provided the soil type has strong water supplying power.

5. Spread the animal droppings with a chain harrow or similar implement, after each grazing.

6. When unable to maintain all of the fields in a palatable condition by rotation grazing, mow the grass

on certain fields for early-cut hay, or cut high to clip the seed stalks and leave cuttings on the field.

7. Provide additional temporary grazing in mid-summer and fall by planting Sudan grass, soybeans, or use second growth of hay fields.

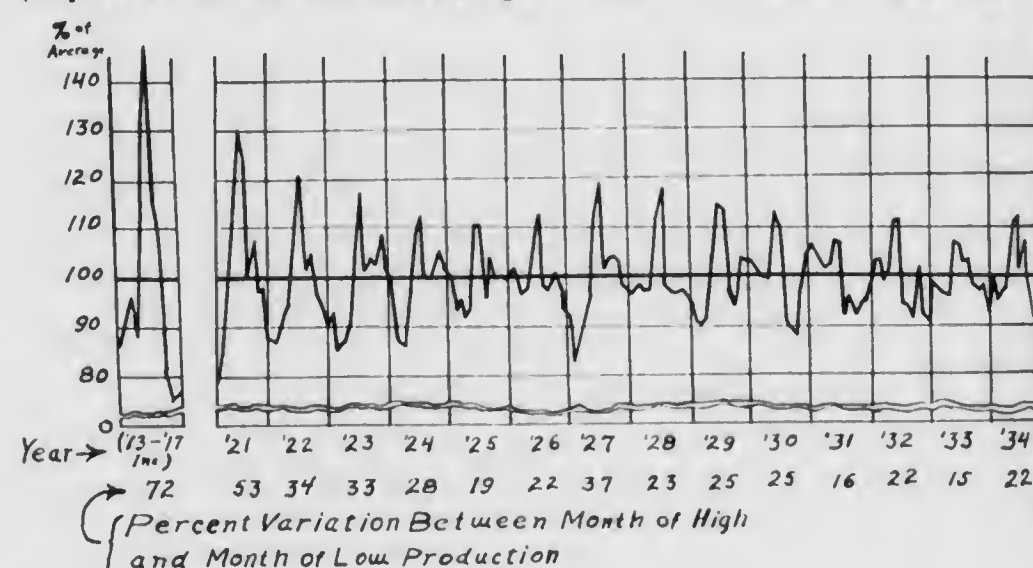
8. Apply the nitrogen fertilizer and manure to different fields in succeeding years.

In all cases, the April application of nitrogen has given pasture from 10 days to two weeks earlier than the untreated grass, says Professor C. B. Bender, of New Jersey.

Pennsylvania readers are urged to ask their county agents or state college for the circular "Pastures Old and New." New Jersey readers will find their Experiment Station Bulletin 565, "Improving Pastures in New Jersey" contains many valuable suggestions.

Seasonal Variations in Purchases By Four Large Philadelphia Dealers

(Expressed in Percent of Average Daily Production for the Year)



THE BASIC-SURPLUS PLAN of selling milk adjusts milk production toward a uniform supply throughout the year. The evidence is supplied in the above chart, showing how sales to dealers varies during the twelve months of the year, expressed in percentage of the monthly average for each year.

At the extreme left is shown the five-year average from 1913 to 1917, inclusive, showing extreme fluctuations from 25 percent below average to 47 percent above average, a total swing of 72 percent. In other words, almost twice as many producers were needed to supply the market in the late fall as during the early summer months.

The remainder of the chart shows, in the bottom row of numbers, how the seasonal fluctuations rapidly decreased and, omitting the first three years, the average seasonal variation was only 23 percent over eleven years. The wider variation in 1927 was due mainly to carrying over of 1926 basics.

The basic-surplus plan furnishes an incentive to produce milk during the seasons when production would normally be low, automatically removing the top of the early summer peak. This "leveling" process which helps adjust production toward consumer demand throughout the year is a distinct aid in stabilizing fluid milk markets.

MARCH BUTTER PRICES			
Date	92-Scor	Solid Pack	Chicago
1	34 1/4	33 1/4	31 1/4
2	34 1/4	32 1/4	30 1/4
4	32 1/2	31 1/2	30
5	32 1/2	31 1/2	30
6	32 1/2	31 1/4	29 1/4
7	32 1/2	31 1/2	29 1/4
8	31 1/4	32 1/4	30 1/2
9	31 1/4	32 1/4	31
11	31 1/4	32 1/4	31
12	32 1/4	31 1/4	31
13	32 1/4	31 1/4	30 1/2
14	32 1/4	31 1/4	30 1/2
15	32	31	30
16	31 1/4	30 1/4	29
18	30 1/2	29 1/2	29
19	30 1/2	29 1/4	29 1/4
20	30 1/2	29 1/2	29 1/4
21	31	30	30 1/2
22	32	31	30 1/2
23	32 1/2	31 1/2	31 1/4
25	33 1/2	32 1/2	31 1/4
26	33 1/2	32 1/2	31 1/4
27	33 1/4	32 1/4	32 1/2
28	34	33	33
29	34 1/2	33 1/2	33
30	34 1/2	33 1/2	33
Average	32 68	31 68	30 78
Feb., '35	37 20	36 20	34 98
March, '34	26 35	25 15	24 52

A Revamped A A A

A drastic reorganization of the A. A. A. occurred early in February when legal work of that administration was placed under the solicitor of the Department of Agriculture. This, in effect, turned out Jerome Frank and his associates, Lee Pressman, Victor Rotman and Francis Shea.

No one was named as Consumers' Counsel, a position previously held by Frederick C. Howe. Gardner Jackson, one of Howe's aides, turned in his resignation.

Those who were released in the shake-up were variously called liberals, radicals, left-wingers. They had sought the imposition of many ideas, excellent in theory in many cases but more or less impractical in practice. They had accumulated the reputation of slowing up the administration of the act and also of building up a distinct consumer sentiment as opposed to a smooth running cooperative effort toward recovery.

Clover Seed Warning

Clover seed is high priced and as a result much inferior clover seed probably will be offered farmers this spring. Agronomists warn everyone to be sure before purchasing that the seed is (1) adapted to soil and climate, (2) native, (3) of good germination, (4) free from weed seeds.

A report from the United States Department of Agriculture suggests that more alfalfa be seeded because it is plentiful while red clover seed is scarce and high in price.

Write to the Pennsylvania Agricultural Experiment Station, State College, Pa. for Technical Paper No. 680 "Preliminary Estimates of the Production and Utilization of Milk in Pennsylvania." It is free.

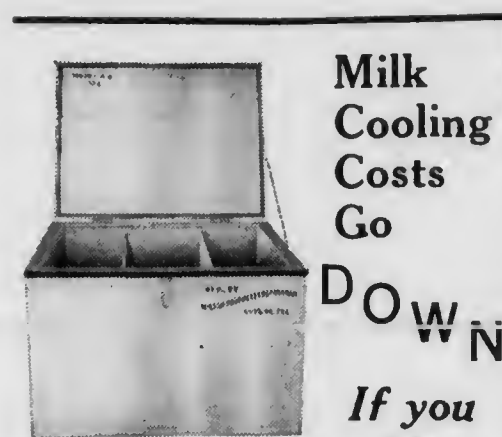
LOOK OUT FOR INSIDE TEARDOWN!

LOOK OUT for inside teardown when your cows go on pasture. It's a dangerous period. Fresh grass stimulates, but doesn't give a cow everything needed. Pasture milk is made of grass plus cow flesh or grass plus body feed.

This year get all the milk you can from green pasture but safeguard your cows against inside teardown. Purina Body Cow Chow is made especially to do this job. It is reinforced in mineral to keep cows from drawing on their bodies for calcium caused by heavy milking. It doesn't take much Body Cow Chow. See your Purina dealer now.

PURINA MILLS
854 Checkerboard Square . . . St. Louis, Mo.

PURINA BODY COW CHOW
REINFORCED IN MINERALS FOR GREEN PASTURES



WILSON COOLER

Most efficient milk cooler made. Patented sloping-grid construction secures maximum refrigeration. Ice only once a week. Cools milk from animal heat to below 50° in 2½ hours. First cost and operating cost less than electric unit. Finest materials and construction. DRY ZERO, used throughout, is most efficient insulant available according to U. S. Bureau of Standards. Made in 2 and 4 can sizes. Other Wilson Coolers from 1 to 18 can capacities for use with ice or electricity. Write for circular and prices.

WILSON PRODUCTS CORP.
116 MAIN ST., SMYRNA, DEL.

food for thought

Extensive tests conducted at the University of California Experiment Station have shown that flies cause losses as high as 14% in the milk production of dairy cows.

Even more important was the discovery that ordinary cattle sprays while they killed and repelled insects caused serious rise in the body temperature of animals by clogging the pores of the skin and interfering with its natural cooling functions. This condition caused even greater milk loss.

We have carefully followed the tests conducted at this Experiment Station and have checked the results in tests on many dairy farms throughout the east.

We have made a thorough study of the effects of sprays not only on the insects but also on the body temperatures of dairy cows.

As a result we have perfected "Bonnie Brook Cattle Spray" from which are eliminated the harmful effects of ordinary petroleum oil sprays.

Bonnie Brook Cattle Spray is a pine oil-pyrethrum product because this combination has proven to be the most effective against insects.

Bonnie Brook Cattle Spray is the only product in which these materials are incorporated in a special non-oily base which will not interfere with the cooling functions of the skin.

Bonnie Brook Cattle Spray does not taint milk, blister or stain.

We absolutely guarantee the safety and efficiency of Bonnie Brook Cattle Spray.

Prices freight prepaid

1 gallon.....	\$1.25
5 gallons.....	5.50
15 gallon drum.....	.90 per gal.
50 gallon drum.....	.85 " "
50 gallon drum.....	.75 " "

TUNIS CHEMICAL PRODUCTS CO.
KENNETT SQUARE, PENNA.

Manufacturers of "Bonnie Brook" Agricultural Chemicals

Directors Regular Meeting

THE REGULAR bi-monthly meeting of the Inter-State Milk Producers' Association Board of Directors was held March 13-14 with all directors present except Ira J. Book, who was represented, at his request and with permission of the Board, by Horace K. Martin.

The committee's report to study and approve changes in the MILK PRODUCERS' REVIEW, as incorporated in the February issue, was received and approved.

F. M. Twining, director of the field and test department reported on the work of that department, including the progress of the uniform Babcock test law in the various states of the milk shed. He reported on conferences and activities of the association's field representatives on problems of membership relations. Plans were approved for the preparation of charts covering important and timely subjects of interest to farmers in general and milk producers and cooperative association members in particular, these charts to be available for use at any kind or type of farmers' club meeting in Inter-State territory.

Recommendations for a "year-around" ladies' committee were made by Dr. Hannah McK. Lyons. This was urged as a means of creating more interest in the association and of keeping the ladies interested throughout the year as contrasted to showing interest only in connection with the annual meeting.

A further discussion of the proposed changes in the by-laws was held following which final action was taken upon each addition and change. These changes were all approved and are given in full on page 2.

K. G. Landsburg, field representative, presented briefly his work with vocational agriculture schools and other local groups outlining the principles of agricultural cooperation and some of the situations now confronting business of all kinds, especially agriculture and dairying. Other field representatives amplified these statements.

A guest at the afternoon session was Dr. C. H. Lane of the Department of Interior, Washington, D. C., who discussed efforts to create a better understanding of agricultural cooperatives in vocational agricultural schools. Dr. Lane invited the association to take part in promoting a milk judging contest at the Eastern States Exposition. At a later session a \$50.00 prize was voted by the board to the champion milk judging team from Inter-State territory at that exposition.

A Dairy Council report was given

by C. I. Cohee, secretary. Further mention of that report is given on page 4.

The committee on milk trucking, through Mr. Marvel, chairman, reported on the difficulty of securing reliable information on true trucking costs. He added that the Pennsylvania Milk Control Board was being asked to fix trucking rates at 18 cents a hundred pounds for distances up to 30 miles, 23 cents for 31 to 50 miles and 25 cents for distances of 51 miles or over.

A report on market conditions was given by H. D. Allebach, sales manager. He reported on progress in obtaining the cooperation of Hershey Chocolate Company and the Breyer Ice Cream Company. He also reported some preliminary figures now available on a State College study on production, use, imports and exports of milk in Pennsylvania, suggesting that T. K. Cowden be invited to present his findings to the board when final figures are available.

President Welty summarized the Trade Commission inquiry and its apparent attitude toward the association.

The meeting then adjourned for the testimonial dinner to "Daddy" Willits and reconvened in open session following its executive session the next morning.

Legislative reports were heard, little legislation being sufficiently advanced to warrant a stand either for or against.

A report of the redistricting committee was heard from Chairman Sutton. After discussion it was approved that the committee make further studies and report for final decision at a later meeting.

As several requests had come in for the use of the REVIEW mailing list, the matter was brought before the board for determination of policy. It was voted that no list of association members be given out or used for commercial purposes.

President Welty appointed a committee to study proposals toward future policy with Wm. Mendenhall as chairman and Frederick Shangle, John Carvel Sutton, M. L. Stitt and H. W. Cook.

Oleo Fraud Brings Fines

Packing oleomargarine in butter wrappers brought a \$2000 fine against the Fellsway Cheese Company of Stoneham, Mass., also a jail sentence and an additional fine against principals in that company. Smaller fines were levied against other firms and individuals.

Milk Control

By One With Experience

SOME VITAL and timely statements on the present dairy situation were made by Charles H. Baldwin, retiring Commissioner of Agriculture in New York State before a Farm and Home Week audience at Cornell University. A few of the points made by him are printed here, being typical of his talk. They deserve serious thought.

"I repeat the fundamental principles that I have frequently expressed as to my idea of the solution of this problem by government regulation as a poor substitute for what might be secured by voluntary cooperation on the part of every member of this milk shed. They are as follows:

"1. Uniform control over the entire milk shed to be secured by joint state and federal cooperation.

"2. Equalization of markets so that every producer sharing in the fluid market will receive his just share of the profitable market.

"3. Protection for cooperative associations so that eventually every dairyman in the shed will be a member of some cooperative association whose members will work together for the benefit of all and be in position to protect the dairyman's best interests when emergency legislation is unnecessary or is discontinued as a failure.

"4. Protection of dairymen's financial interests so that it will be necessary to establish prices only to the dairy farmers and the latter will be assured that they will receive the price that is established.

"5. Continued constructive milk promotional work to maintain the gains that have been made and to secure the benefits that can be expected as a result of the intensive promotional campaign which is now being carried on.

"These things are necessary and necessary soon or serious results may be expected.

Politics and Milk are Mixing Rapidly

"Let me tell you what I see ahead if these principles are not soon applied.

"To begin with I see a great municipal pasteurizing and bottling plant furnishing the metropolitan area with milk that the city requires to take care of its welfare stations, schools, hospitals, etc. I see the cost of operating this plant paid for by the taxpayers. We know that the five-cent fare in the City of New York has been valuable in politics. It has won many an election. We realize that the taxpayer pays the balance between the five-cent fare and the actual cost. We will see the city in competition with distributors and the loss on this milk will be paid by the taxpayers, but the cheap milk will be valuable for political purposes. Politicians are interested in seeing cheap milk for the consumer and great will be the temporary reward to the politician who makes this cheaper milk possible.

"Milk and politics apparently homogenize well and I prophesy that they can not be easily separated unless the dairymen forget some of their selfishness and unite, perhaps at the present time with federal assistance, to control their own business and prepare so that later on they can operate without the cumbersome and costly assistance that government provides.

The Scramble for Political Credit

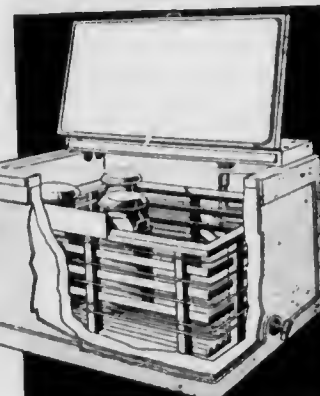
"This is not the only problem that I see. State politicians are not going to sit idly by and let a city administration steal the political advantage of milk. Who wants to be held responsible for setting prices to consumers and accused of protecting dealers' profits? I see political parties attempting to abolish the price of milk to the consumer at a time when general confusion prevails and the farmers are not united, knowing

COOL YOUR MILK and GET HIGHER PRICES

Get this REAL MONEY MAKER . . . It pays for itself from the very start. One user SAVED \$34 IN ONE MONTH . . . Another says, "Extra Milk Profits Paid For It" . . . ESCO (Low Cost) COOLING EQUIPMENT MAKES MONEY FOR YOU . . . because it quickly cools milk to 50 degrees or below and keeps it cool until shipped. It reduces your bacteria count, raises the quality of your milk . . . and MAKES IT MORE SALABLE.

Write Today GET FREE BOOKLET "How to Get Bigger Milk Profits . . . The ESCO WAY!"

ESCO CABINET CO.
390 East Biddle St. West Chester, Pa.



ESCO is the Original Patented Milk Cooler

OUR FARMERS' EXCHANGE

Sit down right now and write your want ad for OUR FARMERS' EXCHANGE. It is an excellent method of bringing to the attention of other REVIEW readers supplies you wish to sell, buy or exchange, and for help or situations wanted. The rate is 5 cents a word. Each initial and abbreviation counts as a word. Minimum charge is \$1.00 per insertion. The rate to members of Inter-State Milk Producers' Association is 4 cents a word, 80 cents minimum charge per insertion. Payment must accompany order. Your ad will appear in the May issue if you get it to our office by April 30.

MILK PRODUCERS' REVIEW, 219 N. Broad St., Philadelphia

Please carry in next available issue my advertisement of _____ words for which I enclose \$ _____ I want this advertisement to appear in _____ issues.

Name _____ Address _____

Seeds

FOR SALE—Wilson Soy Beans. Bountiful Snap Beans. GOOD QUALITY SEED. GERMINATION 95 and 99% respectively. Wm. Stoltz, Westover, Md.

Fencing

ELECTRIFIED FENCES reduce costs 80%. Controllers for 110 and 32-Volt current. 30 days trial. Write, One-Wire Fence Co., B-22, Whitewater, Wis.

full well that this will result in a price war and cheap milk to the consumer. I have fought to maintain consumer prices believing it necessary in order to protect the producer. To withdraw consumer prices without better financial protection will reflect unfavorably upon the dairy farmers, but dairy farmers are in the minority and this is government by all the people.

"In all sincerity when dairymen have seen fit to turn their business over to government control, realizing full well that the consumers are interested in cheap foods and knowing full well that the consumers outnumber the producers, as I have previously explained, and knowing that all citizens are voters, and politicians are interested in favoring the majority, what else can dairymen expect?

"There is only one permanent solution of this milk problem, as I see it, and that is for individual dairymen to be as efficient as possible and to unite with all other dairymen sharing in the fluid milk market of this shed so that with as little assistance as possible from the government a price can be established that will return to you cost of production plus a reasonable profit. Let the dealer be free to solve his own marketing

problem, to set his prices to the consumer, to become efficient, or to be driven out of business by his competitors.

"I am hoping that before present conditions prevail too long a sincere effort will be made to strain the politics—the government control—from milk and that dairymen will temporarily forget any selfish advantage that they may have at the present time and will look into the future and to the benefits that will come to all by taking full advantage of the possibilities of voluntary cooperation. Government control and price fixing is too complicated and can not possibly, with present powers, accomplish for the dairymen what could easily and very simply be secured by one hundred per cent cooperation on the part of every dairyman who is a part of this shed."

Tourist: "What a quaint little village you have here. Truly, one-half of the world is ignorant of how the other half lives."

Native: "Not in this village, mister; not in this village."

Plan Now to Attend! 6th Annual
Kennett LEGION PAGEANT
"Historic Delaware"
at LONGWOOD with FOUNTAINS
JUNE 20-21-22, 1935
Tickets—Box 491, KENNETT SQUARE, PA.

WHAT PRICE IDEAS?

That is what every piece of
good printing is—AN IDEA

If you would be interested in a good
printer's idea about good printing,
we are at your disposal at any time.

Call, write or phone
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Horace F. Temple
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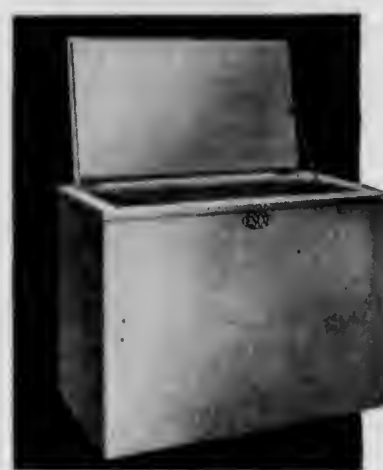
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get FREE
BOOKLET. All
about HOW TO
COOL MILK
WITH ICE!

Dairy Market Conditions

WITH THE SEASONAL increase in
production some dealers are
not wanting any additional supplies
of milk for either fluid or cream
purposes. As a result it is becoming
more difficult to place dairies.

Total receipts of both milk and
cream at Philadelphia are running
about 10 percent ahead of 1934,
according to the four weekly reports
issued in March by the United
States Market News Service. Fluid
milk receipts were about 4.2 per-
cent higher, total cream receipts
about 32.5 percent higher with
cream from this milk shed being
practically the same.

Butter prices experienced a sharp
drop during the month with 92
score averaging 31.68 at New York,
compared with 36.20 in February.
Prices ranged from 33 1/4 on March 1
to 29 1/2 on March 18 and 20 and
back to 33 1/2 at the close of the
month. Imports of foreign butter
forced butter prices down with
increased oleo consumption contrib-
uting its part.

This makes Class II and Class IIB
prices \$1.41 for March deliveries at
receiving stations or loading plat-
form for the Philadelphia market.
Class II milk price f.o.b. secondary
markets is \$1.56 and Class IIB is
\$1.41. Class III price is \$1.11 at
country points for Philadelphia mar-
ket and \$1.11 f.o.b. secondary mar-
kets. These prices apply to 3.5 per-
cent milk with 4 cents per point
variation on Classes II and IIB.
The class III price is 31.68 times the
test.

Production of milk is less than a

year ago with about 4 percent fewer
cows and 2 percent less milk per cow
for the country as a whole.

February butter production was
97 million pounds or 9.71 percent
less than in 1934 and 22 percent less
than 1932. Consumption in Febru-
ary is estimated at 24.3 percent less
than a year ago, a loss of 35,500,000
pounds. Only 7,981,000 pounds were
left in storage on March 1, the low-
est for that date on record except
1927. January oleomargarine pro-
duction was 33,000,000 pounds, 92
percent more than a year ago.

Cheese production dropped 15
percent in February, 12 percent for
the first two months, as compared to
1934. A 6.8 percent decrease in
trade output of cheese occurred in
February.

Production of evaporated milk
increased 23.3 percent in February
as compared to 1934. Storage stocks
of this product were only about 23
percent of the five-year average. A
slight drop in trade output occurred
in February as compared to Febru-
ary, 1934, but the 1935 total to
March 1 showed a 25.6 percent
increase.

Prices of butter and other manu-
factured dairy products may work
gradually lower for the next few
months as fresh pastures and new
feed supplies become available. No
sharp drop is contemplated because
of the short butter supply. Increased
prices are unlikely because foreign
butter would then come in over the
tariff.

Fluid prices at other markets
showed increases of 23 to 25 cents a
hundred at Detroit, Boston, St.
Louis, and Toledo with 1 cent in-
creases to consumers in every case.

Federal licenses have been can-
celled since mid-February at Balti-
more, Chicago, Indianapolis, Okla-
homa City, and Port Huron, Michi-
gan. Non-compliance or not opera-
tive were the causes given except at
Chicago where the producers asso-
ciation requested cancellation be-
cause of a working agreement be-
tween producers and distributors.

Politics

There was no politics whatever in
the appointment of the Pennsylvania
Milk Control Board in January,
1934. But there was politics in the
resignation of one member of that
board in July, 1934. It's a fact.
Dr. H. C. Reynolds swore to it
under oath before the Federal Trade
Commission.

Low test? Your fieldman will
help you check up. Ask him.

Among Neighbors

(Continued from page 8)

Since its organization the St. Louis Bank
for Cooperatives has made 63 loans, 40 of
which were to cooperative associations in
Illinois. Of the 40 associations in Illinois, 33
were cooperative elevators and 7 miscellaneous
associations. Besides grain cooperatives
which predominate in the district served
Illinois, Missouri, and Arkansas fruit,
dairy and livestock associations have been
aided as well as associations dealing in
poultry, feed, seed, general farm supplies and
petroleum. The St. Louis Bank closed its
books for 1934 with every loan in good stand-
ing.

The Union Oil Company Cooperative,
North Kansas City, Mo., has changed the
name of the association to Consumers'
Cooperative Association. It was felt that this
name would describe more accurately the
nature of the association since it handles a
large number of items that cannot be classed
as oil. In addition, the old name was often
confused with the name of a private oil com-
pany. This Consumers' Cooperative Associa-
tion is comprised of 259 local cooperative
associations serving 100,000 consumers, most-
ly farmers, in eight Western States.

Plans have been made to establish a regional
cooperating planning board "to plan the
systematic development of the cooperative
movement in the Central West." The earnings
for the company for 1934 were \$50,678, an
increase of 42 percent over any previous year.

More than a million dollars in patronage
dividends was disbursed to member associa-
tions of the California Fruit Growers Exchange
and its affiliated Fruit Growers Supply
Company at the end of their fiscal year.

Impressions of European Cooperation

(Continued from page 9)

efforts to organize internationally, through
the International Cooperative Wholesale
Society. Practically all of the wholesales
of Europe belong to this organization, which
has headquarters at Manchester, England.
It is still an infant in the cooperative family
but its trade between the wholesales of the
various countries and with central pro-
ducers' cooperatives, amounts to over
\$200,000,000 yearly.

National Cooperatives, Inc., the Ameri-
can wholesale formed in 1932, has now
applied for membership in the I. C. W. S.
Trading across the seas will ultimately
develop; in fact, we are now in a position
to serve certain of the distributive organiza-
tions over there with their requirements in
petroleum products, for which they are
paying exorbitant tribute to the interna-
tional petroleum cartel.

More Educational Work Urged

Cooperation, to the leaders, is no half-
way measure: it is a real and complete
solution to the world's economic problems,
providing it is applied 100 per cent through-
out the industry.

How is this to be accomplished? The
European leaders are agreed that it can
only come through universal education in
the philosophy and technique of coopera-
tion. Consequently it is not surprising that
I found most effective educational work be-
ing done in each of these countries. In
England this work centers in the Coopera-
tive Union and the Cooperative College,
both located at Manchester. Cooperative
College is a resident institution for training
cooperative executives and educators. In
addition more than 1600 classes were held
by the Union throughout the country last
year, which were attended by 52,000 stu-
dents. In Sweden I saw castles formerly
inhabited by millionaires, now used as
schools by the cooperatives. Correspondence
courses, used by individuals and by groups,

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I return convinced that we must plan
and carry out similar basic educational
work in the United States. This can not be
done effectively with an occasional convention,
or speech, or editorial, or published leaflet;
it can only come through systematically plan-
ned activity such as our European neighbors
are carrying out.

Reprinted in part from
"The Cooperative Journal"

The estimated cash income of Pennsylvania
farmers in 1933 was \$170,776,000. Of this
amount more than \$78,000,000 was from
dairy products and \$26,000,000 from chickens
and eggs. All field crops accounted for a cash
income of \$50,000,000; fruits \$8,000,000;
and truck, nursery and greenhouse products
\$16,000,000.

Big Milk Users

The chocolate and cocoa industry
used 352,128,263 pounds of whole
milk in 1934 according to reports
from 418 firms. An additional
73,071,510 pounds of skim milk were
also used.

The 39 firms which reported in
both 1933 and 1934 increased their
use of whole milk by 46 percent last
year. Substantial increases were
reported in the use by this industry
of several other dairy products.

Call your fieldman for help on
quality, test, weight or payment
problems.

Future

(Continued from page 1)

done some harm. They have caused a lot of confusion.

Perhaps joint Federal-State control would work out if given a fair trial. But there has been very little evidence to date that there will be enough "give and take" on the part of Federal and State authorities, especially the latter, to hold out much promise.

It appears that after the smoke clears away one of two situations will exist. One, that milk and politics will be inextricably mixed and consumers, with their heavy influence at the polls, will dominate milk control to the detriment of producers, probably themselves too.

Two, the whole thing will be turned back to the cooperatives to handle, including rebuilding a marketing program that will work on an economic basis.

The latter plan worked for 15 years and it put milk production on a more uniformly prosperous basis than any other important branch of farming. Even during the depression dairy cooperatives were successful in holding back and delaying the effects of the depression. Through the efforts of those cooperatives the fluid milk industry was the first great branch of agriculture to start its recovery after the depression hit its bottom in 1933.

The cooperatives have proved their worth. True, they welcomed governmental aid, wisely and soundly extended, but with such aid so hamstrung with adverse court decisions it appears that cooperatives furnish the one practical answer to future dairy market regulation.

Doubtless A. H. Lauterbach, chief of the dairy section of the A. A. A., had this in mind when he told your delegates to the 1934 Inter-State annual meeting that "The best thing you can do, regardless of what the state and Federal government does, is to strengthen your co-operative organization."

There are "self-appointed agricultural leaders (?)" who are using every possible guise to undermine farm cooperatives. They offer fancy but empty theories (like barrels, they make the most noise if empty) in place of them. They would and do use politics to undermine farmers cooperatives—knowing that every worthwhile and really fundamental law which has helped farmers has been pushed through by agricultural organizations.

Cooperatives have done a good job. They are today the stabilizers of agriculture in general and of dairying in particular. It is time to prepare for the return to dairy cooperatives the full responsibility of handling their own business.



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**End of
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